

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 94

Meat Packing and Allied Industries

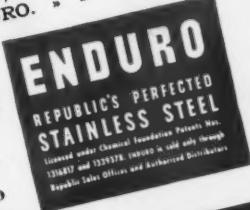
Number 5

FEBRUARY 1, 1936

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Installed over two years ago, these conveyor pans, tables and chutes remain in the identical condition as when new. No trace of corrosion, rusting or even slight staining. They maintain the original, high lustre common to ENDURO. Their hard, impenetrable surface has withstood the constant service and abuse during this long period without any change . . . and will do so

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Republic Steel CORPORATION
ALLOY STEEL DIVISION, MASSILLON, OHIO
GENERAL OFFICES: CLEVELAND, OHIO



Slice



Actual photo of bacon sliced straight.

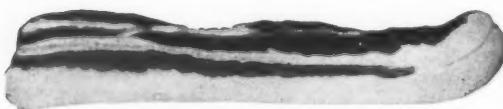


Photo of bacon from same slab sliced on the bias, illustrating the increase in width.

Bacon on the Bias

WITH THE BUFFALO BIAS BACON SLICER

Keep your brand uniform. Slice skips and light bellies on the bias—heavy bellies straight. Its installation means profit to every bacon packer.

The Bias Bacon Slicer is easily adjustable from straight to bias slicing in an instant by raising or lowering the cutting table, as much as 41°.

Typical of all "BUFFALO" engineering, it is simple in design, rugged in construction, thoroughly dependable.

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JOHN E. SMITH'S SONS CO.

50 BROADWAY, BUFFALO, N. Y., U. S. A.

CHICAGO OFFICE: 11 Dexter Park Avenue, Union Stock Yards,
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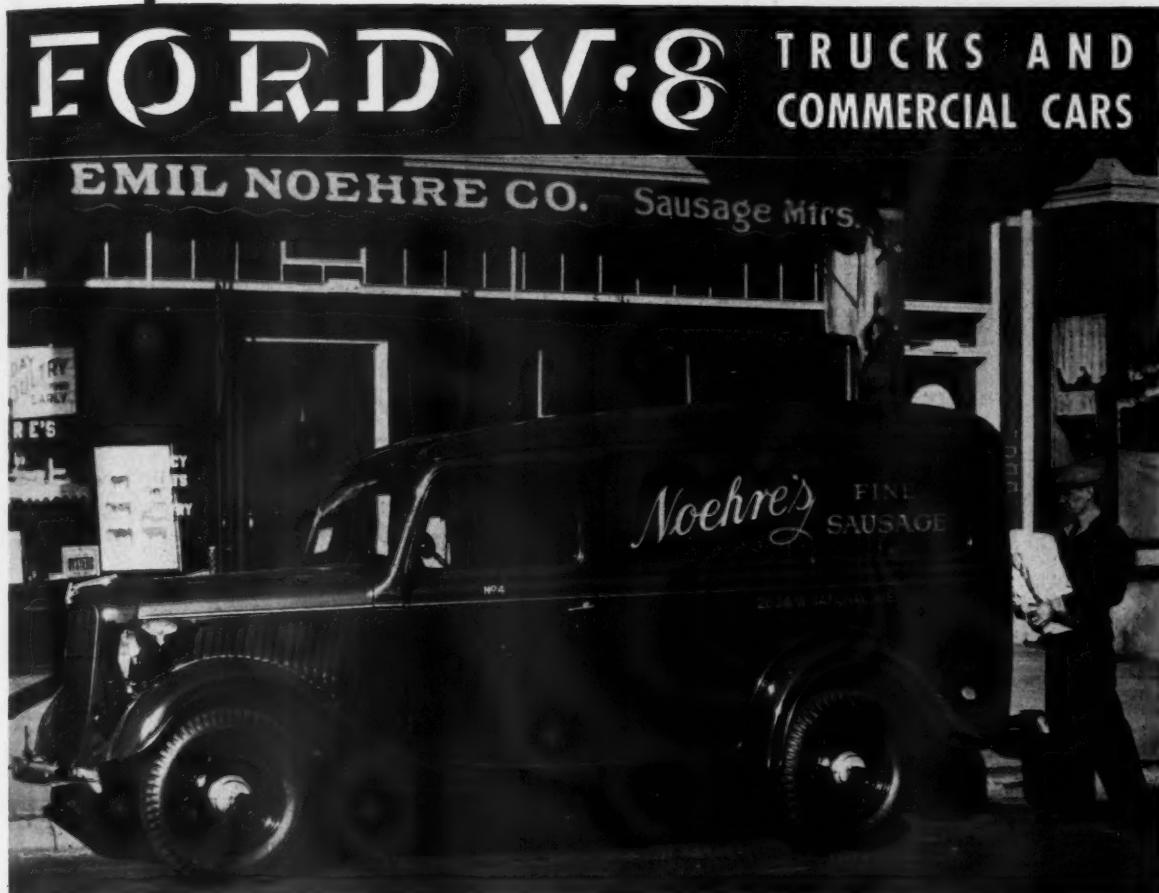
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QUALITY SAUSAGE MAKING EQUIPMENT

PROVISIONERS ARE TURNING COSTS INTO PROFITS

Owners report big reductions in delivery costs with



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The cost records of owners PROVE V-8 ECONOMY. These records show over-all economy as well as savings in fuel and oil costs. Interest and depreciation charges are low because of low first cost. Maintenance expense is low because of V-8 Reliability and because of Ford's low-cost engine and parts exchange privileges. Insurance, taxes and wages are less because V-8 Per-

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• • •
ASK ABOUT THE FORD ENGINE EXCHANGE PLAN AND OTHER PARTS EXCHANGE PRIVILEGES WHICH ASSURE LOW MAINTENANCE COSTS.

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THE MAGAZINE OF THE

Meat Packing and Allied Industries

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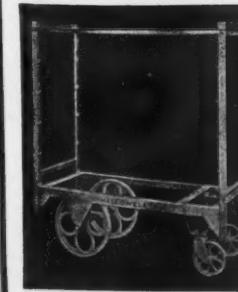
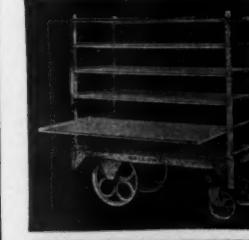
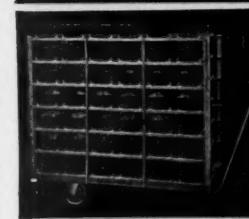
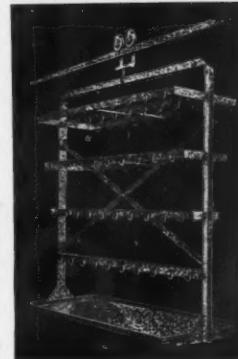
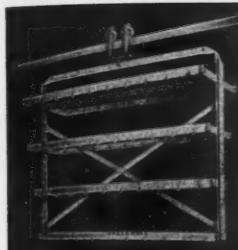
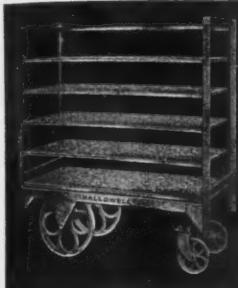
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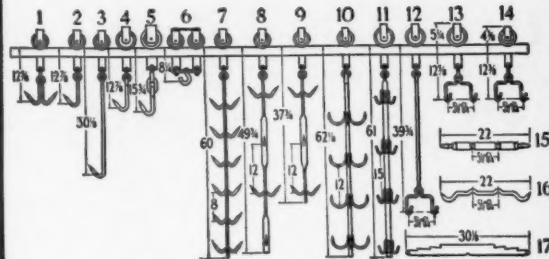
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"HALLOWELL"

Packing Plant Equipment



"Hallowell" Trolleys, Hooks, etc.

The border around this ad gives a fair though incomplete idea of the extensive line of our "HALLOWELL" Packing Plant Equipment. It should not be overlooked, however, that the "HALLOWELL" Equipment possesses a great many novel and decidedly outstanding features of improved design, and in addition that it is of the same high quality as our other nationally known "HALLOWELL" Products.

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Equipment Bulletin 482**

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Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's BEEF - HOG - SHEEP **CASINGS**

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL Provisioner

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Meat Packing and Allied Industries

FEBRUARY 1, 1936

BETTER SMOKEHOUSE CONTROL

● New Smoke Producing
Method Cuts Fuel and Labor Costs

WHILE concerned principally with increasing uniformity and quality of product, modern methods of smokehouse control also considerably reduce fuel and labor costs. Modern equipment ranges all the way from complete new air conditioned and controlled installations to additions to existing set-ups of automatic stokers for feeding fuel to burners, thereby regulating smoke density, cutting costs and producing more uniform products.

It is a far cry from the crude methods of smoking meats employed in packinghouses a few years ago to those in use today.

Not later than 10 years ago, in many meat packing plants, smoking meats was largely a rule-of-thumb process, in which the human element was the predominating factor. Results were entirely up to the man in charge of the smokehouses, who generally had his own individual ideas of what qualities a smoked meat product should have, and who followed his own methods to secure them.

Control Facilities Were Lacking

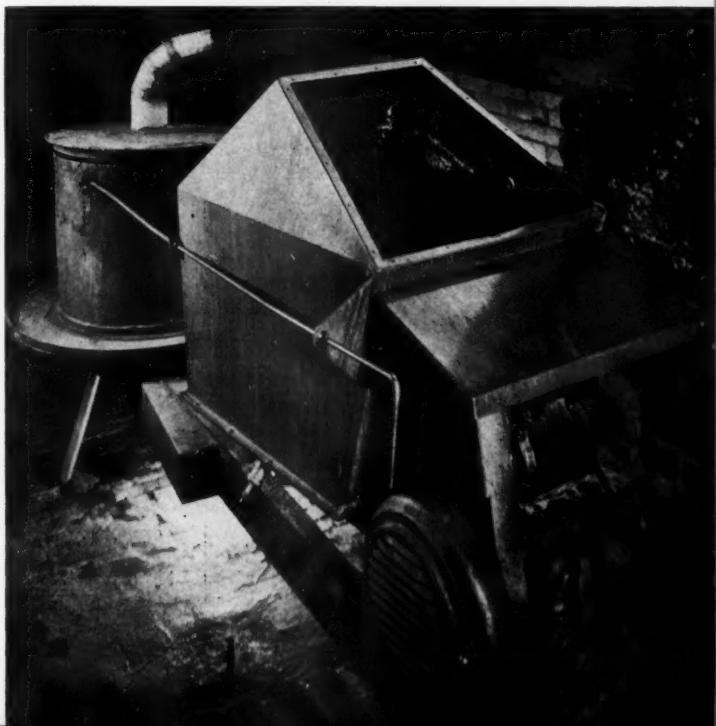
Had the full significance of smokehouse conditions on smoked meat results been fully appreci-

ated, it is doubtful if the situation would have been changed materially. Temperatures, smoke densities, air circulation, humidity and other factors were impossible to control within close limits, and products uniform in shrink, appearance, color and flavor, and with the greatest sales appeal were difficult, if not impossible, to obtain.

With the advent of wrapping and packaging meat merchandisers began to campaign for products of more uniform quality. It was recognized early that if consumer demand for an identified product was to be built up, that product must vary little in quality from day to day. It must always meet the housewife's exacting requirements when-

CUTS COST OF PRODUCING SMOKE

One of a number of underfeed stokers of the type used for residence heating installed in smokehouse fire pits in Chicago plant of Armour and Company. These stokers feed sawdust by means of a spiral conveyor from sawdust hopper to burner in background. A number of advantages are claimed for this method of burning sawdust, including less fuel, labor and attendance and a more even distribution of smoke and heat throughout the smokehouse.



ever and wherever she purchases it.

Better Results Were Needed

Selection of primal cuts to which particular brands or trade marks were to be attached, and curing these cuts, offered no particular problems. Smoking was the weak link in the chain from killing floor to consumer's table. And it was, therefore, the one to which particular attention was given in the effort to secure more uniform products.

The results are familiar to every meat man. In a comparatively short time smoking operations have been developed to a point where they closely approximate an exact process. Today little is left to chance and the human element has become a minor factor in results.

Instead of permitting smoking operations to be done by rule-of-thumb methods, careful packers have developed procedure which they require shall be followed regardless of individual opinion. We now know more about how desirable results may be obtained in the smokehouse. And there have been developed methods and equipment which will not only produce more desirable smoking conditions but which can be more scientifically applied and controlled.

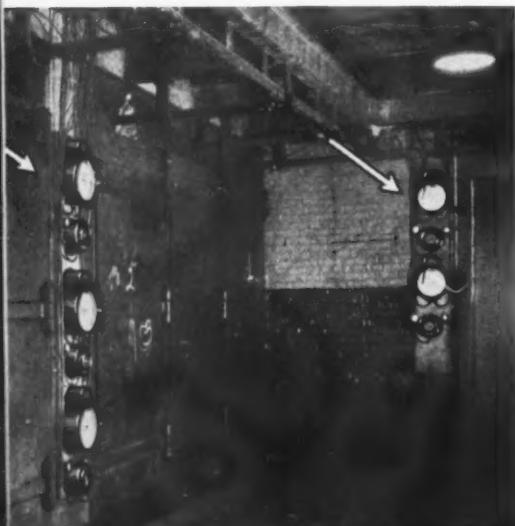
Heating Methods Improved

Among early important improvements to be applied to the smokehouse were steam coils for heating and automatic temperature control instruments for holding any degree of heat desired within very close limits during the smoking operation.

These have, perhaps, contributed as much to the production of uniform

GUESSWORK ELIMINATED FROM SMOKING OPERATIONS.

Use of automatic temperature control instruments and recording thermometers on smokehouses has become standard practice in most meat packing plants. They reduce the hazard of the human element and make possible accurate checks when something goes wrong and results are not up to standard. A convenient method of mounting these instruments is shown in this Taylor Instrument Companies installation.



meats as any other single improvement. Uniform temperatures in multi-story smokehouses and in all portions of individual smokehouses became possible for the first time.

Another forward step was the use of gas and liquid fuel to supply the heat for smoldering sawdust and producing smoke. Here again closer control of an important smoking condition—smoke density—was secured.

Recording Instruments Used

Closely following these improvements came the revolving smokehouse, a valuable contribution to more uniform products. In this type of house all pieces being smoked are subjected to the same conditions, a result difficult to achieve in the conventional type of smokehouse, except at the expenditure of considerable labor to shift product from one location to another from time to time.

All this time processing control was tightening up. As it became possible to regulate conditions more closely, better product results were demanded. Recording thermometers became standard equipment. These have not only been valuable in determining the best smoking times and temperature for specific results, but also have been helpful in improving labor efficiency and providing a check on operations when something goes wrong.

With these better smoking aids there naturally followed more rigid specifications for smoked meat which, in some cases, made advisable still closer regulation of the conditions influencing smoking results, particularly smoke quality and density, air circulation and the humidity of air in the smokehouse.

Air Conditioned Smokehouses

Out of this need there has been developed and placed in successful operation a new type of smokehouse, or smoking room, in which all controlling factors are under very close and positive control and in which any desired condition can be duplicated—not occasionally, but consistently day after day. Products more uniform in every way are now a possibility; in fact, are being produced in daily operation.

A description of one of these air-conditioned and controlled smokehouses appeared in the October 5, 1935, issue of THE NATIONAL PROVISIONER.

This new-type smokehouse, or smoking room, is a radical departure in construction and operation from the conventional type smokehouse, and its use involves new construction not always possible and perhaps sometimes not advisable in older meat plant buildings. While some packers were striving for the ultimate in smoking results with entirely new methods, others were concentrating their efforts to make improvements in the conventional type of smokehouse and its operation.



UNIFORM TEMPERATURES ESSENTIAL FOR BEST SMOKING RESULTS.

It sometimes is difficult to maintain uniform temperatures in smokehouses of the conventional design. When much difference in temperature exists, uneven shrink occurs until product is shifted from time to time. The lower temperature is influenced from the fire pit and easier it is to maintain temperatures uniform and evenly.

One of the problems in these latter smokehouses has been to secure better control of the quality and quantity of smoke. Executives of Armour and Company believe they have made a definite step forward in this direction by the employment of automatic stokers in the fire pits.

Sawdust Burned by New Method

Experiments over a considerable period of time in the Chicago plant of this company demonstrated the advantages of these devices and lately all of the smokehouses at this plant have been equipped with them.

These stokers are of the type and size widely used in connection with residential heating boilers and furnaces, and are employed to supply sawdust to the burners at a constant and controlled rate.

Stokers used by this company are of the underfeed type. The sawdust is contained in a hopper with a capacity of about 75 lbs. A motor driven screw conveyor feeds the sawdust from this hopper to a circular closed metal combustion chamber. Air for combustion is supplied by a fan operated by the motor which drives the conveyor. Speed of the screw conveyor, and consequently the rate at which the sawdust is fed to the combustion chamber, can be controlled and regulated. Smoke is discharged from the combustion chamber through a short pipe.

A number of definite advantages have resulted from the use of these stokers in the smokehouse fire pits. Perhaps the most important of these is that

(Continued on page 44.)

England's Most Modern Abattoir

Covers Ten Acres, Cost \$250,000.
Has Daily Killing Capacity of
5,690 Head

By JOHN ASHTON

WHAT is conceded to be the most modern meat plant in Great Britain is the Stanley Abattoir, Liverpool, a municipal institution completed several years ago at a cost, including land, of a little less than \$250,000.

This plant, in point of capacity, is not large in comparison with many meat plants in the United States. It has a killing capacity of 540 cattle, 450 calves, 1,000 hogs and 3,700 sheep during a 10-hour working day.

Little or no processing and manufacturing, except on offal, is done, operations being confined to killing. Plant is located on a site of 19 acres, nine of which are available for future building expansion.

Done Differently in Britain

In comparing size, capacity and investment of this plant with meat plants in this country, it is necessary to bear in mind that "over there" things are done differently, and that the meat industry is on an entirely different operating basis from that which prevails in the United States. Over there much of the slaughtering is done by retailers or small killers, who buy livestock on the open market and slaughter and dress with their own crews.

While many of the time and money saving possibilities of modern equipment and methods in use in American and Argentine meat plants are known and appreciated in England, it is not always possible to adapt them to English conditions, because of local customs.

The desire of every slaughterer to oversee his meat from the time it arrives on the hoof at the abattoir until its shipment from the plant results in portions of the slaughtering unit being



ENGLAND'S LARGEST AND MOST MODERN MEAT PLANT.

Stanley Abattoir, Liverpool. It covers 10 acres and has a daily capacity of 540 cattle, 450 calves, 1,000 hogs and 3,700 sheep. Very little mechanical equipment is installed and no processing done except on inedible by-products.

Boss Oversees Job Himself

But in order to cope with peak loads, which occur at certain seasons, such as Christmas, the plant has to be sufficient in size and contain equipment to handle



USED FOR KOSHER SLAUGHTERING.
Casting pen by which animals are placed in position for killing operation without rough handling.

peak loads simultaneously. This desire on the part of slaughterers to have close personal supervision over operations, and their differences of opinion as to best practices, limits use of equipment and no doubt cuts down production efficiency.

While probably more electricity per head killed is used in the Stanley Abattoir than in any similar plant in England, if American methods were followed number of motor installations would be greater. Conveyor systems cannot be used and the personal supervision desired by each butcher retained.

Each butcher also has a very definite idea about the best chilling and cooling temperatures to use, but as these fall within narrow limits, it has been possible to arrange coolers so that each killer can select a room in which the temperature he favors is maintained.

High Class Construction

The high class of permanent construction employed in this abattoir is well shown in the sales cooler illustrated here. Thoroughness of design and attention to details, usually attributed to English construction, is everywhere apparent, even to placing skylights so that there will be no direct sunlight in the pens to disturb or annoy the animals.

Cattle are unloaded directly from railroad cars into small pens, each of

(Continued on page 45.)



CARCASSES FOR SALE ON DISPLAY IN WHOLESALE MARKET.

When ready for sale carcasses are taken to the wholesale building and displayed in stalls of type shown here. These are located near coolers so that but little handling labor is required. Stalls are connected by overhead rails to loading dock.

Tax Called Business Expense —No Refunds to Buyers

MANY inquiries have arisen as to whether buyers of pork and pork meats are entitled to any part of funds impounded in connection with processing tax suits and returned to packers as a result of the decision of the Supreme Court and its order that such taxes be so returned.

Opinion appears to be general that such refunds are not warranted, except in cases where special agreements have been made or other special obligation incurred, for the following reasons:

Purchasers bought meat—not taxes. Meat was offered at a price and accepted. The processing tax was only one of many taxes and other expenses of doing business. It is not the custom in the industry to sell expense of doing business but to sell meats at a price agreeable to both buyer and seller.

With the decision of the highest court that no further processing taxes could be collected, the status of one of the packer's costs of doing business is changed. This does not affect his transactions with his customers who were buying meats, not taxes. Transactions are not re-opened with adjustment in taxes or other costs of doing business.

Bakers Bought Flour—Not Taxes

Federal district courts have ruled recently in the case of baking companies seeking to intervene in the case of processing taxes being returned to flour millers, denying such intervention. The situation is set forth rather clearly in the case of West Baking Co. seeking intervention in a processing tax action in equity that had been brought by the Acme-Evans Company in the United States District court for southern Indiana. In his memorandum opinion, the judge said:

The purchase price of the flour, or other commodity, purchased by the baking company was fixed by the complainant at the time the purchase was made. The fact that such price may have included the amount which the complainant was required to pay as taxes does not, in any manner, indicate that such baking company paid the tax. The payment of such amount was incidental on its part, and the taxes were actually paid by the complainant.

The payment of such amount was voluntary upon the part of the baking company, and became a part of the purchase price just the same as did any other item of cost and expense incurred in the preparation of the commodity for sale. For example, the purchase price included, no doubt, various state taxes which the complainant was required to pay upon the property used in the manufacture and processing of such commodity, yet it cannot be said that

the purchaser paid such taxes or expenses. Neither can it be said that if a part of such taxes are refunded, because of over-assessment, or for some other cause, that the purchaser is entitled to the proceeds of such refund."

Did Not Pay the Tax

At another point in the opinion, the judge said: "The subject of the litigation is the validity of the statute. The baking company, asking leave to intervene, did not attempt to intervene to challenge the validity of the statute, but waited until that question—the only controverted question in issue—was finally adjudicated, and now seeks to intervene and have paid to it a part of the money deposited as security, as required under previous orders of the court.

"The fact that such baking company may have paid to the complainant a sum of money, in addition to the regular price of the processed article, representing the amount of such taxes upon the processed article purchased by it, does not mean that it can be said to have paid the taxes. It could not bring suit against the government for refund, because no taxes were paid by it to the government.

"The amount of money deposited in the bank or banks, under order of this court, represents the amount of money

which the complainant would have been required to pay in taxes over the period in controversy, had the law been valid.

Bought of Own Free Will

"The bill of intervention which the baking company seeks to file does not allege that any coercion, threat, or misrepresentation of any kind was practiced by the complainant to induce it, the baking company, to purchase its product. It was simply a business transaction, the price being fixed by complainant, and accepted by the baking company. It knew at the time that it was paying the market price for such product, and the amount of taxes included represents a part of such price.

"However, the baking company did not pay the taxes. The taxes were not and could not have been passed on to it. There was, however, included in the purchase price a sum sufficient to enable the complainant to cover all of its overhead, including city, state, and processing taxes, as well as other operating costs.

"As was said in the case of *Lash's Products Company v. United States*, 278 U. S. 175: 'The purchaser does not pay the tax. He pays or may pay the seller more for the goods because of the seller's obligations, but that is all. * * * The amount added because of the tax is paid to get the goods and for nothing else.'

"See *Heckman & Co., Inc., v. I. S. Dawes & Co., Inc.*, 12 F. (2d) 154, in which case it was held that the purchaser was not entitled to recover from the manufacturer the amount of the

(Continued on page 44.)

Dold Dollar Sales Higher

SALES of the Jacob Dold Packing Co. for the fiscal year ended November 2, 1935, totaled \$33,709,782.05, which constituted a somewhat larger dollar volume than in the previous year, due to higher prices.

Like other companies doing a large pork business, the Dold organization was handicapped by the nation-wide hog shortage, and reduced tonnage volume below the point necessary for economical operation. President E. C. Andrews pointed out in his communication to stockholders.

Current assets of the company totaled \$5,539,007.77, including \$1,499,328.89 in cash and inventories valued at \$2,697,288.13. Current liabilities totaled \$1,842,390.47. Surplus as of November 2, 1935 totaled \$1,115,645.76.

Good Financial Position

"During the year we have kept up our properties and our loyal organization," President Andrews said in transmitting the year's report. "We have successfully maintained the lowered expenses resulting from past year's efforts and although we have had to face

an unprofitable result, our financial condition is sound as shown by the balance sheet, which includes a new investment by outright purchase of refrigerator cars formerly operated under lease."

Income and surplus accounts of the company and subsidiary for the year:

Income Account.

Gross sales	\$33,709,782.05
Cost of sales.....	31,823,440.29
Operating gross profit.....	\$ 1,886,341.76
Selling, administrative and general expense	1,977,516.50
Operating net loss.....	\$ 91,474.83
Other income	119,463.87
Operating net and other income.....	\$ 27,080.94
Charges, including interest, discount and exchange; depreciation; miscellaneous	398,931.91
Net loss to surplus.....	\$ 370,942.87

Surplus Account.

Surplus as of Oct. 27, 1934.....	\$ 1,424,357.00
Plus miscellaneous adjustments.....	62,231.00
Net	\$ 1,486,588.00
Net loss from earnings above.....	370,942.87
Surplus as of November 2, 1935.....	\$ 1,115,645.75

Canada Wonders What It Will Get Out of Agreement

By ERNEST B. ROBERTS

WHEN the reciprocal trade agreement between the United States and Canada was announced late in November, 1935, considerable dissatisfaction was expressed on the United States side of the border. Cattle producers believed that the lowering of the tariff on beef animals, even in small number, would militate against them in the open market. It was felt that Canadians were given considerable advantage.

From the Canadian side there appears to be question as to just how much advantage the cattle producers will have, while the Canadian consumer is beginning to realize that these exports may actually help to increase the price of his meat.

Canadian livestock men—at first elated over the new reciprocity pact of Messrs. Roosevelt and King, by which Canadian cattle may enter the United States after January 1 under a tariff tax of 2 cents per lb. against the former 3-cent rate—are, on reflection, taking a more sober view of facts, and the many millions of dollars of "velvet" that were to stream into Canadian pockets are being pared by varying percentages.

When, as throughout last summer, prices in the United States are well above the Canadian level, it pays to ship 700-lb. to 1200-lb. steers and heifers to Chicago, St. Paul and Buffalo from north of the international line. But when, as now, prices in both countries get closer and closer, the fear is growing that even a 2-cent tariff may be prohibitive.

Problem of the Tariff

But what has "stymied" the Canadian industry is the new principle of a quota, or upper limit, for the number that may be sent under the new rate each year. This has been fixed at roundly 156,000 head for beef cattle. Compared with what had been possible with a high tariff and low cattle prices for the past five or six years, the new quota is generous. Beyond that there is no restriction in number, but the old rate of 3c per lb. will apply as before.

The core of the Canadian producer's problem is that from the passing of the 3-cent tariff act in 1930 until the snappy stimulus of last March only some 3,000 head of Canadian cattle, excluding calves, could pass the border. Since then the trade, for reasons well known to readers of THE NATIONAL PROVISIONER, has been active, so that until the beginning of December 118,000 beef cattle, 11,500 dairy cows, and 4,800 calves—mostly from Ontario, Manitoba,

and Saskatchewan—found a market in American stockyards.

In 1921, when entry was free, the large total of 500,000 head entered the states from Canada. The Fordney-McCumber act became effective in September, 1922, with tariffs of 1½c on cattle under 1050 lbs. and of 2c a pound on those over. In July, 1931, this was superseded by the Hawley-Smoot act, imposing a rate of 2½c on cattle under 700 lbs. and of 3c over that weight. The change in weights was almost as drastic to the Canadian shipper as the increased rate.

What happened is easily seen from the following table:

TARIFF RATES COMPARED.

On cattle weighing	Fordney- McCumber, Per head.	Hawley- Smoot, Per head.	New rate for 3 yrs., Per head.
650 lbs.	\$ 9.75	\$16.25	\$16.25
700 lbs.	10.50	21.00	14.00
1000 lbs.	15.00	30.00	20.00
1100 lbs.	22.00	33.00	22.00
1200 lbs.	24.00	36.00	24.00

It will be seen that the new treaty rates are higher than the Fordney-McCumber tariff for cattle up to 1000 lbs., and the same from that weight upward, but of course markedly below the scale of the Hawley-Smoot act.

Not Such a Rosy Picture

A yearly total of 156,000 head virtually means to Canadian stockmen an annual trade possibility with profit for the duration of the three-year pact of about the average shipments during 1935. Not so good as had been pictured when the first news flashed through from Washington.

For the past few years there has been estimated to be a surplus of about 250,000 to 300,000 head produced annually in Canada beyond what the domestic market is believed to be able to absorb at a price level that means profits for producers. The American quota is just over one-half of that number.

About 600,000 cattle are sold yearly on all Canadian stockyards, representing, as is the case in the United States, about 70 per cent of the estimated total kill. For all practical purposes it may be taken that only cattle grading good to choice are exportable, either to the states or to English and Scottish ports. In the last year for which official returns are available the following were the percentages of the total slaughter within those grades:

	Pct.
Steers up to 1050 lb.	6.27
Steers over 1050 lb.	6.77
Heifers	4.52
Fed calves	2.72

Thus it will be seen that the percentage suitable for export is not large, and that the number is well below the American quota, especially if the consumer of beef in Canada is to get his share of the better-grade beef. The government plan of beef grading is growing in popularity, for 34,332,000 lb. were sold under the scheme in the first ten months of 1935 compared with a total of 32,843,000 lb. during the comparable ten months of the preceding year.

Meat Trade and Consumer

What the new tariff rates may bring about in the immediate future is a speculation at present on the part of the producer as well as of the consumer. The latter is asking whether the concession of a cent a pound in the American tariff on cattle is not to be paid by him in the price of his beef. He realizes that higher prices are in prospect for medium and lower grades of beef when the exportable grades are creamed off. This is particularly true in the light of the heavy export of bacon to Great Britain. It is estimated that there will be only a negligible increase in the number of hogs on farms in Canada during the first six months of 1936.

Meat men are seemingly "suspending judgment" on the provision of Schedule 1 of the new treaty by which the tariff on "meats, prepared or preserved, other than canned and not otherwise provided for" entering Canada from the United States is reduced from 5c to 3c a pound. The item, of course, means bacon, ham, and cured pork; and for the ten-month period, January-November, 1935, these were insignificant, not half a million pounds all told. Pork imports from the states were a tenth of those in 1934, bacon, ham, and mutton and lamb about the same. Imports of canned meats declined slightly during this period. Lard imports fell off drastically at the same time.

Meat exports from Canada to the United States during the first eleven months of 1935 and the preceding year were as follows:

	11 mos., 1935	11 mos., 1934
Beef, fresh, lb.	5,607,000	146,600
Pork, lb.	3,364,300	128,100
Bacon, lb.	317,700	295,800
Lamb and mutton, lb.	9,600	31,100
Canned meats	1,574	2,285
Lard, lb.	498,000	3,500

So Canadian meat men, like the cattle producers, are interested chiefly in what will happen when the beef producers on the American farms in the Corn Belt, the South and West get back into normal stride for production. They are wondering whether Canadian producers can, with a quota within the scale limited to 1 per cent of the total American slaughter, make much impression by numbers or build up much good will among United States buyers while paying \$2.00 a cwt. tax and a high freight rate on the animals which they export.

Practical Points for the Trade

Quick Sale Dry Sausage

Many packers who are not equipped for making dry sausage would like to manufacture such a product. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

We are not equipped to make dry sausage but do manufacture a good volume of bologna, franks, etc. Can you tell us how to make a good, wholesome quick sale dry sausage?

The following formula may be used in making a cervelat which can be sold at a very reasonable price. It can be made at any season of the year without special equipment. It is stuffed in manufactured casings or beef middles.

Meats:

50 lbs. beef trimmings
10 lbs. beef cheeks
20 lbs. beef hearts
10 lbs. ox lips
10 lbs. fat pork trimmings or
S. P. ham fat.

Grind beef trimmings and hearts through 7/64-in. plate. Grind beef cheeks and lips through same sized plate twice. Grind pork trimmings or S. P. ham fat through 1/8-in. plate once. Put all meats together in mixer and add following curing materials and seasoning:

3 1/2 lbs. salt
8 to 10 oz. granulated sugar
8 oz. black pepper
3 1/2 oz. nitrate of soda

Mix for about 6 minutes. Meat is then placed in cooler and spread in layers not over 8 ins. thick, making sure that it is packed compactly and that there are no air pockets. It is held at a temperature of 36 to 38 degs. Fahr. for about 48 hours. Cover the meat with oil paper if there is condensation in the cooler. After withdrawing meat from cooler put it through mixer for about 2 minutes.

Stuffing the Cervelat

Stuff the mixture in narrow to medium beef casings or manufactured casings. If beef casings are used the wide ends should be thrown out. Stuff to full capacity to avoid shrivelling of product. Take care to avoid air pockets in filling the stuffer with meat.

Place stuffed sausage in cooler and let it hang there overnight or 24 hours if possible. Remove from cooler and hold in natural temperatures for 2 to 3 hours. Then dip in brine of 100 deg. strength at a temperature of 200 degs. Fahr. One stick is dipped at a time and is held in hot brine for 3 seconds.

Sausage is then placed in a smokehouse and smoked with a slow cold smoke, using hardwood sawdust. Temperature should be 75 to 80 degs. Fahr. for the first 36 hours with ventilators



closed. Then temperature is gradually raised to 90 to 100 degs. for about 6 hours or until product is firm and shows good color.

Take sausage out of smokehouse and hang close together on trucks or bank in natural temperatures where there is no draft which might cause wrinkling. Product should hang for about 24 hours before shipping.

Pork trimmings used in making this sausage must be strictly 100 per cent fat, free from lean muscle or tissue. If any lean pork is included in this formula, then handling of either the pork before it goes into the sausage or the sausage itself must comply with government regulations relating to pork to be eaten without further cooking.

What Are Your Smoked Meat Shrinkage Costs?

Shrinkage in smoking or cooking meats is a cost item that cannot be overlooked. This invisible cost becomes particularly important in periods when prices are advancing.

Do you figure hanging and shipping shrinkage as well as smoking or cooking shrink?

Do you know that shrinkage cost changes whenever raw material price changes?

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of smoked meats. This gives the cost per cwt. of percentages of weight loss at various levels of product prices.

With this table, casual impressions as to cost differentials on smoking shrinkages may be checked with actual allowances necessary to cover this cost item. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Cost of Shrinkage on Smoked Meats."

Name

Street

City..... State.....

Enclosed find a 10c stamp.

Keeping Bacon Color

Bacon that does not hold its color does not sell well. An Eastern packer who is having difficulty with his product asks:

Editor THE NATIONAL PROVISIONER:

Our bacon has a nice color when it comes out of the smokehouse. After a few days in the cooler the color fades out and the meat is unattractive looking. How can we overcome this trouble?

Fading of the outside color of bacon is due in large part to holding product in too low a temperature after it is smoked. Smoked meats should not be held in the cooler but should be kept in the storage room at a temperature of 50 to 55 degs. Fahr., or just cool enough to keep bacon from dripping. There should be good air circulation in the hanging room but no drafts.

Sweating of bacon which is left in the cooler destroys its color. The inquirer says this condition occurs after two or three days. It is best to arrange production so that smoked meats do not have to be held so long. Many packers ship out their smoked meats within 24 hours. This has the added advantage of preventing excess shrink which occurs if meats are hung too long.

WASH WATER TEMPERATURE

Varying temperatures of water used in washing hog necks bring varying results. A packer writes:

Editor THE NATIONAL PROVISIONER:

What should be the temperature of water used for washing hog necks to remove blood clots? What pressure is most commonly used in this operation?

The temperature of water used for washing hog necks should be maintained very close to 110 degs. Fahr. Temperatures higher than this are hard to handle and unnecessary. They also tend to coagulate the blood, making its removal more difficult and increasing costs. If water of much lower temperature is used it hardens the carcass, making cleaning more difficult.

For these reasons it is almost imperative to have automatic control of water temperature. In small plants with few high pressure washers the wash water is often taken from hot water system and reduced to proper temperature by mixing valves. In larger plants it has been found best to draw water from a tank in which proper temperature is maintained by automatic temperature controlling devices.

A water pressure of 300 lbs. is used quite generally for hog neck washing. This quickly removes any adhering blood clots.

Rail and Truck Traffic

News and Information for Packer Transportation Departments

A railroad proposal to reduce the number of public stockyards where free unloading and loading would be done has been refused by the Interstate Commerce Commission. Carriers had argued they were required to perform such free services only at "public stockyards" as designated by the U. S. Bureau of Animal Industry. The commission, however, pointed out that the Secretary of Agriculture's jurisdiction over stockyards begins where the commission's ends and that livestock markets called only "stockyards" by the secretary were public markets. The carriers' argument that the interstate commerce act relieved them of free service to markets designated only as "stockyards" was held invalid by the commission. The railroads' proposal would have cut the number of markets given free loading and unloading from 92 to 46.

Enjunction of an order of the Interstate Commerce Commission finding the Chicago Union Stock Yards and Transit Co. a common carrier and its tariffs for loading and unloading livestock non-cancellable has been asked by the stockyards company. The commission has postponed effective date of its order to March 3, which has made unnecessary the issuance of a restraining order by the federal court. The stockyards company has also postponed the date of its cancellation tariffs until the court can act on its suit in equity.

Record of I. and S. 4142. involving the relationship of rates on packinghouse products from interior Iowa and southern Minnesota points to the East and on the same products from Missouri river points to the East, has been consolidated with No. 27224, Swift & Company vs. New York Central, and other cases for briefs and decision. The issues which have been presented recently in No. 27224 in Interstate Commerce Commission hearings at Chicago have been similar to earlier cases and complainants and defendants agreed on a consolidation.

Carload freight rates on feeding tankage between Toledo, O., and Fort Wayne, Ind., were found reasonable by the Interstate Commerce Commission in a recent decision. The complainant, Darling & Co., paid a commodity rate of 11 cents, applicable on tankage not otherwise indexed by name, on its shipments. The carrier later collected an additional amount claiming that material shipped should take the sixth class rate for meat scraps and feeding tankage. The commission said the commodity shipped was suitable for feed

and was, therefore, feeding tankage, subject to the sixth class rate of 15 cents.

Inedible tallow freight rates from Scottsbluff, Neb., to Kansas City, Mo., are involved in a complaint filed with the Interstate Commerce Commission by the Colorado Animal By-Products Co., Denver, Colo. The company asks reparation from the railroad on shipments made and paid for.

Shipper's regional advisory boards estimate total freight carloadings of livestock for the first quarter of 1936 at 162,760 cars against 160,828 in the same period last year.

U. S. C. OF C. MEETING

Principles of American enterprise and requirements for national progress will be the keynotes around which the twenty-fourth annual convention of the Chamber of Commerce of the United States, to be held in Washington, D. C., April 27-30, will be built. Member organizations must have such resolutions as they wish to submit to the convention in the hands of the headquarters office by March 18.



HALF A MILLION SAFE MILES.

When Swift & Company started its extensive campaign for safe driving recently, M. L. Searcy, manager of Defiance, O. produce plant, found an example at hand. A look into the records showed that E. Snider had been driving for 15 years—piling up a total of approximately 500,000 miles in all kinds of weather over all kinds of roads. During that time he had but one accident—and that a minor one and not due to his negligence.

Manager Searcy is shown here (right) congratulating safe-driver Snider on his record.

New Trade Literature

Sausage (NL172) — Illustrating complete line of sausage-manufacturing equipment. Broadside shows 30 pieces of machinery, briefly describes each. Available sizes and metals are given.—The Allbright-Nell Co.

Floors (NL168) — Directions for laying floor-steel grid armor for asphalt or concrete floors on wood, steel or concrete base given in 4-page folder and insert. Illustrations supplement descriptive text. Size and price data furnished; one page devoted to repair of worn floors.—Acme Steel Co.

Boilers (NL180) — Sectional — header type boiler for a wide range of steam pressures, capacities and methods of fuel firing. Catalog gives details of design, cross-sections of representative installations and photographs showing boiler fabrication and inspection.—Combustion Engineering Co.

Insulation (NL181) — Broadside discusses engineering service available for construction of cold storage rooms. Inside card can be used to secure free consulting service on present or proposed insulation and cold storage problems.—United Cork Companies.

Non-Corrosive Metals (NL182) — Condensed, up-to-date information about Toncan copper molybdenum iron to be used where rust-resistant characteristics are desired. Special attention is given to physical properties and physical constants of this alloy iron.—Republic Steel Corp.

Compressors (NL183) — Two illustrated folders describe details of single- and double-stage horizontal duplex and vertical duplex compressors. Advantages are listed and discussed, specifications given in considerable detail.—Carbon-dale Machine Corp.

Feedwater Heaters (NL184) — "For use wherever exhaust steam is available for heating boiler feedwater." Bulletin illustrates and describes new non-deaerating type stationary heater, gives figures showing savings to be made through its use.—Worthington Pump and Machinery Corp.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Nos.

Name

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IS THERE
SELLING
POWER
IN YOUR
CARTON
DESIGN?

SUTHERLAND artists do more than create striking designs with pleasing color combinations—they add that important "something" which merchandisers call "sales punch." If you are interested in improving your present cartons or developing new ones, they'll gladly submit suggestions.



SUTHERLAND PAPER COMPANY
KALAMAZOO, MICH.

A page for the Packer Salesman

Meat Selling Prices

Are Subject to Conditions Over Which There Is Too Little Control

PRICE always is a factor in a sales solicitation. Price, therefore, is of paramount interest to packer salesmen, and their ideas concerning this subject are often worth considering.

The following letter from a packer salesman discusses prices from what is apparently the salesman's angle. While the tone of it leaves no doubt that the writer favors a shading privilege, it also creates the impression that his thoughts are for the privilege of shading downward only.

He writes:

Editor THE NATIONAL PROVISIONER:

In a recent issue of THE NATIONAL PROVISIONER the statement was made on "A Page for the Packer Salesman" that "price is today the dominant factor in meat sales."

How well the packer salesman knows this. Regardless of his desires to disregard competition and sell his list, he is face to face with the fact that his products often are worth only what a competitor may be asking for comparable grades.

It makes little difference whether or not the competitor cuts prices to move distress goods—in a deliberate attempt to get volume by underselling—or whether he merely shades within what might be considered a legitimate range. The fact remains that the low price usually rules wherever it is offered. And the packer salesman charged with the task of getting list prices is practically helpless in the face of it.

Prices Can't Be Controlled

There has been much discussion of meat prices, and volumes have been written about them. From all of this, however, the packer salesman has gained little of practical value—certainly not much that has aided him to sell at the list price, or even to get better average prices.

This is not surprising, when the fundamentals of price making are understood. Meat prices are something beyond the ability of anyone to control. One has only to scan packers' yearly financial statements and to note losses frequently taken on inventory depreciation to appreciate this fact.

Even if they desired to do so, packers could not maintain prices from week to week, day to day, or even hour to hour. By what reasoning, therefore, can it be assumed that a packer salesman can control prices in his territory,

which he must do to sell at the list, unless his list is under what the trade considers is the market for the day?

Fundamental factors govern the general price level of meats—livestock supply, consumer purchasing power, supply of foods competing with meat and the demand for them, costs of processing and distributing, market for by-products, etc. All of these factors operate to make the market. Few of them are under the control of the packer.

How a Sale Functions

In a similar way there are factors in the territory which act to strengthen or weaken prices, as reflected in the price lists from day to day, and over which the packer salesman has little or no control. Among these might be included the weather, paydays, social functions, sales of competing foods, cooking schools, food advertising by other manufacturers, supplies of locally grown foodstuffs, etc.

The packer can set any prices for products he chooses. But the retailer also has his ideas—a reflection of consumers' opinions and demand. The packer asks a price; the retailer bids. A transaction is completed when a balance between bid and asked prices is reached. The salesman rarely gets as much as he wants, and the retailer frequently pays more than he desires.

This is not meant to imply that wide price fluctuations are necessary in meat selling. Often $\frac{1}{2}$ c lb. will repre-

sent the difference in a packer's and retailer's ideas of value. It may be more or less. Seldom is it more than what might be construed as a legitimate difference of opinion, except when cut prices influence.

Problem Up to Packers

Nor should anything in this letter be taken to imply that many conditions governing meat sales cannot be constructively influenced, at least to a greater degree than has been attempted in the past. Better meat merchandising, as I understand the term, does not mean simply more volume, but volume sales at profitable prices.

Any broad consideration of meat merchandising must include packer's, salesman's and retailer's methods, as well as numerous other factors, including those mentioned previously and those pertaining solely to selling and distributing.

Constantly urging salesmen to get better prices has done little good in the past, and will do no more good in the future. The problem today is not to make good products, but to dispose of them profitably. If a humble packer salesman were permitted to express an opinion, it would be that improvement will come when packers not only appreciate fully that meat merchandising has not kept pace with processing and manufacturing, changing conditions and keener competition, but when their disposition to "do something about it" is translated into intelligent and aggressive action.

Yours truly,
HARASSED SALESMAN.

LARD MAKES THE BEST PIES

If all the pumpkin and mince pies baked in the winter months were placed crust to crust, there wouldn't be any question in the mind of any packer salesman about the desirability of selling the lard with which to make them.

Winter seems to be a big pie season. The big dinners during cold weather often finish up with one of these two kinds of pie—and sometimes with both kinds!

It would be a little difficult to show all of the winter pie production together, crust to crust, but the pies will be made and eaten, and lard will be used in the preparation of a great many of them. That means that dealers should be ready to serve an increased demand for lard, and should make every effort to build up that demand and get a share of the sales resulting from it.—Meat Trade Topics.



SALESMAN ASKS; RETAILER BIDS.

**Quality Meats Deserve
Trucks of
ALUMINUM**



because

ALUMINUM IS FRIENDLY TO FOOD

● These "Wear-Ever" trucks cannot rust, cannot contaminate, nor affect color or taste of your products. In fact chemists even use Aluminum to safeguard the purity of *distilled water*!

The bodies are welded into one *seamless* piece. They are tough and strong to stand up indefinitely under packing plant punishment . . . yet lighter and easier to handle.

These facts explain the fast-growing trend

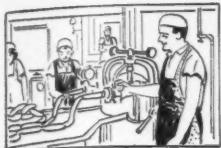
to "Wear-Ever" Aluminum for almost every kind of food-handling equipment. The name "Wear-Ever" on any piece assures that it is made of the best adapted Alcoa Aluminum alloy to give satisfaction in the particular service for which it is designed. For further information, address THE ALUMINUM COOKING UTENSIL CO., Desk B-470, 11th St., New Kensington, Pa.

(Offices in all principal cities)



"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM PLATE



A Page
for the

SAUSAGE Manufacturer



Sausage Merchandising

Packers Developing New Ideas to Build Consumer Demand

ONE of the reasons for more efficient sausage merchandising is to build greater consumer demand for identified products—to increase consumer good will to a degree that will make the sausage manufacturer largely, if not entirely, free from competition of products made to sell at a price and the whims of retailers.

There are no hard and fast rules that must be followed to do this. The principles of good sausage merchandising are well defined and may not safely be ignored. But there is no limit to the intelligence, energy, persistency, consistency and ingenuity with which they may be applied. A consideration of even apparently unimportant details of a merchandising situation always is worth while. The ability to capitalize on opportunities overlooked by competitors often determines results.

THE NATIONAL PROVISIONER recently had the opportunity to examine plans for several sausage merchandising campaigns to be launched this year. All of them had been worked out very carefully and in considerable detail. In each case, it was felt, nothing had been overlooked. Yet the plans were similar in few respects.

Conditions Dictate Methods

This may be accounted for in part by varying conditions in the territories where these merchandising campaigns are to be applied. But particular conditions cannot justify the apparent oversight in some of these plans to consider fundamental merchandising principles. It seems very probable that in these cases the campaigns were planned by minds more accustomed to solving problems of production than those connected with profitable disposal of products.

Only one of these plans, for example, considers a review and examination of processing and manufacturing methods to cut costs, improve quality and saleability of products and present them to consumers in a more attractive and appealing manner.

In only two cases are surveys of markets planned. One plan provides for a thorough examination of products to eliminate slow selling and unprofitable items and to replace these with others which might have greater acceptance by a larger number of consumers in the sales territory.

Another plan contemplates subordinating on wrappers and packages the

commonly-used terms for sausage and emphasizing instead coined words that will identify each product as the exclusive production of the company in question. Peculiarly, this latter campaign has been planned entirely around what the executives of this company believe to be the modern trend in identifying food products.

New Names for Old

While the common sausage names—bologna, blood sausage, frankfurts, salami, etc.—have served manufacturers, retailers and consumers many years, it is pointed out, and no doubt will continue to be used universally in the industry, their use on wrappers and packages might profitably be subordinated and coined words emphasized.

The reasoning behind this theory is that it is easier, for example, to influence a housewife to ask for "Snacks" than for Blank's liver sausage. If "Snacks" is a registered trade mark, it is the exclusive property of one manufacturer and may be used by no other producer of sausage.

When used to designate liver sausage, therefore, it distinguishes a product of

particular quality and flavor—one that can be secured by the housewife only by asking for it by trademarked name and not by the term by which this sausage is popularly known.

Another angle is, regardless of the coined names used for any product, that retailers will know it for what it is. Thus should a housewife ask for liver sausage she might get that labeled "Snacks." And if she liked the product the chances are she would show her preference for it in the future.

Competition Reduced

Thus good will and consumer demand would be built up, it is believed. At least, it is reasoned, emphasis on coined words for various sausage plant products would put the sausage manufacturer using them at a considerable merchandising advantage in that housewives would be less likely to confuse his products with those of another sausage manufacturer who designated products in the usual manner.

The idea is not new in the food industry. It has been used by some packers with considerable success, particu-

(Continued on page 44.)



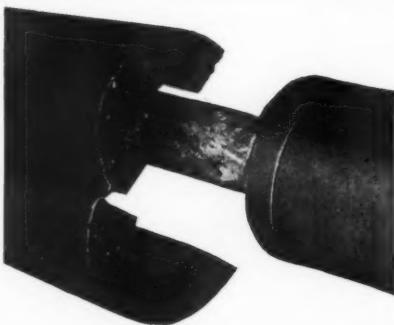
DISTINGUISHED AS THE PRODUCT OF A PARTICULAR PLANT.

"Fansee Roll," is the name given this product of the Henry Fischer Packing Co., Louisville, Ky. Greater use of coined names for sausage products would aid in building greater consumer demand, some packers think.

New Form of Rock Cork Solves Your Cold-Line Insulation Problems . . .

FAMOUS MINERAL INSULATION NOW AVAILABLE as Pipe Covering

New Rock Cork Pipe Covering . . . pretested for four years in actual field service . . . is identical in mineral composition with Rock Cork Sheets . . . a material whose inherent permanence has been proved by 29 years' service. Pictures show additional important features . . . factory-applied, integral waterproof jacket plus distinctive J-M method for the all-important insulation of fittings.



CLAMPING A SECTION of the new Rock Cork Pipe Covering into place. The waterproof jacket is an integral part of the covering. The waterproof cement on the end assures airtight joints between sections.



NOTE THE LAP, which is a part of the integral waterproof jacket. To safeguard insulating efficiency of the pipe covering, it is sealed down with waterproof cement and a special waterproof tape.



IN APPLYING Rock Cork Pipe Covering, the circumferential joints between sections are sealed with the waterproof cement and a special waterproof tape.



IN THE JOHNS-MANVILLE METHOD of insulating fittings . . . the best yet devised . . . insulation is doubly sealed against moisture at this ordinarily vulnerable point.

A NEW product with a four-year service record! Despite Rock Cork's outstanding performance for 29 years in sheet form, the new Rock Cork Pipe Covering is now formally introduced only after it, too, has been tested for 4 years in field service . . . under actual working conditions.

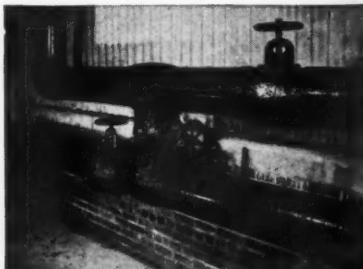
Mineral in composition, Rock Cork Pipe Covering is inherently permanent, airtight, immune to moisture and rot.

And in addition to its own natural moisture resistance, the factory-applied, waterproof jacket provides an absolutely hermetic seal against infiltration of moisture-laden air . . . the most frequent cause of failure in low-temperature insulations.

To insulate fittings, the new J-M method employs Zerotex, a special waterproof rock-wool felt . . . double-sealed with waterproof tape and plastic. Hence fitting insulation, like the covering itself, is mineral in composition . . . remains airtight, moistureproof . . . a permanently efficient insulation.

A nation-wide group of approved insulation contractors, skilled in this type of work, apply Rock Cork Pipe Covering . . . assuring correct application of the material.

Send for the free brochure giving complete details on this latest product of Johns-Manville research.



HERE IS THE FINISHED JOB. Johns-Manville Rock Cork Pipe Covering is finally coated with waterproof Zerogloss . . . an attractive, permanently efficient installation.

JM Johns-Manville
ROCK CORK LOW-TEMPERATURE
INSULATION

In Sheet Form . . . and for Pipe Covering

MAIL THIS COUPON TODAY

JOHNS-MANVILLE, 22 East 40th Street, New York
Please send me the new Rock Cork Pipe Covering brochure.

Name _____ Title _____

Organization _____

Address _____

City _____ State _____

NP-2-33



REFRIGERATION and Air Conditioning



Automatic Cooling

Maintains Ideal Conditions of Temperature and Humidity

In the July 13, 1935, issue of THE NATIONAL PROVISIONER was described an automatic refrigerating system installed in hog chill room and beef cooler of the Home Packing Co., Ann Arbor, Mich. Because of its unusual features, this installation aroused considerable interest among smaller packers, many

ing load being carried by the other. Each of these rooms measures 13 by 34 ft. and is 10 ft. high.

Refrigeration in the hog chill room is supplied by two General Electric conditioned air cooling units (model EC-20). The problem here was to chill hogs to cutting temperature in 18 hours. These units do easily. They are controlled by a room thermostat guarded from physical damage and heat radiated from the hot carcasses by a stainless steel guard.

other are four similar units. (EC-20, EC-17, EC-16 and EC-15). These units in hog chill room and beef coolers have the following areas and capacities.

COOLING UNIT SPECIFICATIONS

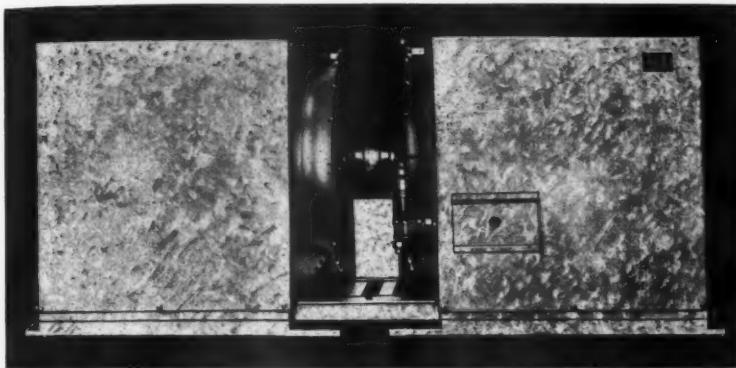
Unit Model.	Surface Sq. Ft.	Capacity B.t.u./hr.
EC-15.....	83	2,000
EC-16.....	111	3,000
EC-17.....	169	5,000
EC-18.....	225	8,000
EC-19.....	386	12,000
EC-20.....	772	24,000

Designed to Give Results Desired

The units were selected to operate at a temperature difference between cooler air and refrigerant of 16 degs. Fahr. They have specially designed coils having proper amount of total surface, proper ratio of primary, or air surface, to secondary, or gas surface, and proper circulation of air over them. This air circulation is produced by a small fan which operates continuously. Specifically the units are designed to maintain a relatively humidity of 80 to 85 per cent and a temperature of from 34 to 40 degs. Fahr. within one or two degrees variation depending on type of control used.

These conditioned air cooling units are relatively small and very simple to install. They are merely hung from the ceiling. Due to the fact that they operate on a small temperature difference between room and refrigerant temperatures, they do not condense the moisture out of the air except in the amount required to maintain desired humidity.

Condensing units and conditioned air coolers were selected to operate ap-



CONDITIONED AIR COOLING UNIT.

This is type of unit used to refrigerate hog chill room and beef coolers in plant of Home Packing Co. It is designed to operate on a small temperature difference between refrigerant and room temperatures and to maintain a humidity of from 80 to 85 per cent.

of whom have asked for further information about it, particularly as to methods by which uniform humidity is maintained.

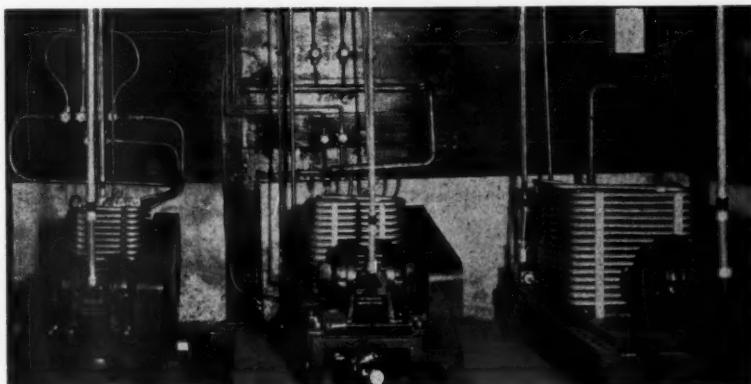
Refrigerating systems of this kind are unusual in the meat packing industry, but are not uncommon in other food manufacturing and processing plants, retail stores, etc. In the Home Packing Co. plant the installation was made, after careful investigations, at the time a new hog chill room was constructed and two beef sales coolers rebuilt.

The plan provides for three small automatic, electric driven compressor units of $7\frac{1}{2}$, 5 and 2 h.p. respectively. The largest compressor cools hog chill room, which measures 18 by 36 ft. in floor area and is 9 ft. high. It has a capacity of 150 carcasses.

Refrigerate with Unit Coolers

The two smaller compressors operate together to refrigerate the two beef coolers. On cold days, it has been found, operation of one of these machines can be dispensed with, the entire beef cool-

Two General Electric conditioned air cooling units (models EC-20 and EC-17) are installed in one beef cooler. In the



REQUIRE NO ATTENTION EXCEPT OILING ONCE A YEAR.

Largest unit, rated at $7\frac{1}{2}$ h.p., cools hog chill room in plant of Home Packing Co., Ann Arbor, Mich. Two smaller units refrigerate two beef coolers, rated at 5 h.p. and 2 h.p. Machines are entirely automatic in operation. Under maximum conditions of cooling they operate a total of approximately 14 hours per day.



Refrigeration

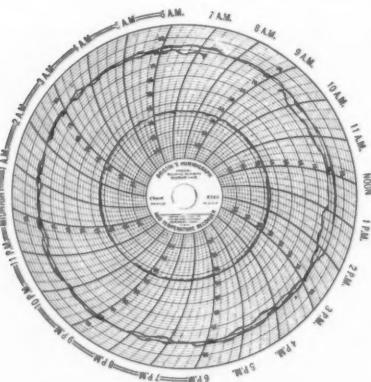
Meets the requirements of another large packer. The William Schluderberg-T. J. Kurde Company of Baltimore—packers of Esskay Quality Meats—uses Frick Refrigeration in their chilling, packing and storage rooms.

Let the nearest Frick Sales-Engineer design your cooling system to maintain the perfect humidity so important in the meat-packing industry. Write, wire or phone NOW!



DEPENDABLE REFRIGERATION SINCE 1882
FRICK CO.
WAYNESBORO, PENNA.
U.S.A.

proximately 14 hours per day under maximum cooling demands. In this way the refrigerating system cycles so that the small amount of frost which will sometimes accumulate on coils during the operating cycle will be allowed to melt and run down drain during the "off" cycle or non-operating period. Moisture resulting from these defrosting periods is not returned to the air.



TEMPERATURE AND HUMIDITY.

This record of temperature and humidity was taken in one of the beef coolers. Both held practically steady, the former at 34 degs. Fahr. and the latter at 80 per cent.

Operation Automatic

During most of the operation coils are wet, so that the air passing over them is washed free of odors, which go down the drain with the drip.

The refrigerating system for both hog chill room and beef coolers are entirely automatic and do not require the attention of an operating engineer. Oil-ing is done once each year.

Water flow to water cooled condensers is controlled by a valve which automatically shuts off the water supply when condensing units are not operating. The refrigerant used is Freon.

REFRIGERATION NOTES

Abraham Bros. Packing Co., Memphis, Tenn., has let contracts for improvements to its Hollywood plant, including new beef coolers.

Payton Packing Co., Tucson, Ariz., is enlarging its refrigeration plant.

Segrest-Walker have completed new cold storage plant, Slocomb, Ala.

A. J. Reinhart, Dade City, Fla., is completing new meat curing plant to replace one destroyed by fire.

Snellings Lumber Co., Columbus, Ga., is constructing cold storage plant.

Milk Products Co., Ellensburg, Wash., has installed cold storage locker system.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Jan. 29, 1936, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended	Jan. 29.	Jan. 29.	Jan. Jan. 22.
Amal. Leather	13,600	5%	5%	5% 4%
Do. Pfd.	3,000	47½	46½	47 42½
Do. Pfd.	9,000	4½	4½	5% 6%
Amer. Stores	2,200	36	35½	38 34½
Armour, Ill.	165,000	7½	6½	6½ 5½
Do. Pr. Pfd.	9,000	82	81	81 71½
Do. Del. Pfd.	2,650	108%	108%	108% 110%
Beechnut Pack.	400	90½	90	89½
Bohack, H. C.	800	7½	7½	7½ 7½
Do. Pfd.	.....	.....	.....	48
Chick. Co. Oli.	1,800	28%	28%	28% 28%
Childs Co.	16,500	10½	10	10% 10%
Cudahy Pack.	1,700	42½	42½	42½ 41½
First Nat. Strs.	3,300	46½	46	46½ 46½
Globe Goods	18,200	38%	38%	38% 35½
Gobel C.	11,200	6	5½	6 6½
Gr.A.&P.1stPfd.	40	129½	126½	129½ 126½
Do. New	120	126½	126½	126½ 127
Hormel, G. A.	250	22	22	22 21½
Hygrade Food	6,800	5%	5½	5% 5½
Kroger G. & B.	9,300	27½	27	27 27
Libby McNeill.	11,600	9½	9½	9½ 10
Mickelberry Co.	11,250	3½	2½	3 2½
M. & H. Pfd.	210	9½	9½	9½ 9
Morrell & Co.	1,100	55	55	55 54½
Nat. Leather	18,450	2½	2½	2½ 2
Nat. Tee	5,900	11½	11½	11½ 11½
Proc. & Gamb.	6,100	48½	48	48 48½
Do. Pr. Pfd.	23	120	120	120 120
Rath Pack.	250	25	25	25 25
Safeway Strs.	2,600	33%	33%	33% 34
Do. 6% Pfd.	130	110%	110	110 110½
Do. 7% Pfd.	150	112%	112%	112% 113
Stahl Meyer	.....	.....	.....	1%
Swift & Co.	25,500	24½	23½	24½ 24
Do. Int'l.	12,850	35%	35%	35% 34
Trunz Pork	.....	.....	.....	10
U. S. Leather	4,600	9½	9½	9½ 8½
Do. A.	23,000	18	17½	17½ 15½
Do. Pr. Pfd.	400	83½	83½	83½ 76
Wesson Oil	5,200	42%	41½	41½ 42½
Do. Pfd.	500	82½	82½	82½ 81½
Wilson & Co.	49,600	10%	10½	10½ 10%
Do. Pfd.	2,300	85	84½	89% 84%

*Or last previous date.

FINANCIAL NOTES

The board of directors of Swift & Company have declared a quarterly dividend of 1 per cent, or 25 cents a share, payable April 1, 1936, to shareholders of record March 2, 1936.

Great Atlantic & Pacific Tea Co. has declared a quarterly dividend of \$1.50 and an extra dividend of 25 cents on common stock and a payment of \$1.75 on preferred stock. The preferred dividend is payable February 14 to stockholders of record on February 7; the common dividends are payable March 1 to stockholders of February 14.

Although 191,456 additional shares of Geo. A. Hormel & Co. stock have been listed on the Chicago Stock Exchange, the listing does not represent new stock issued.

Stockholders of Adolf Gobel, Inc., have approved a proposal to reduce par value of capital stock to \$1 per share from \$5 and increase authorized amount 665,000 shares from 600,000.

American Hide and Leather Co. has declared a quarterly dividend of 75 cents on 6 per cent preferred stock, payable March 30 to stockholders of record on March 20.

plumbing, heating and ventilating specialties.

Fairbanks, Morse & Co., Chicago, showed an underfeed stoker, fans and a variety of air conditioning and heating appliances.

Frick Co., Waynesboro, Pa., displayed inclosed type Freon compressors for air conditioning and cooling uses.

Appliances in Many Designs

General Electric Co., Schenectady, N. Y., had two large booths. In one various types of furnaces and boilers for different fuels, including coal, gas and oil, and air conditioning units were on display. In the other booths motors and electrical appliances used with refrigerating, heating and ventilating systems were shown.

Johns-Manville, New York City, exhibited acoustic sheets, incombustible materials and insulations for the entire range of temperatures used in industrial processing.

King Ventilating Co., Owatonna, Minn., showed a very complete line of equipment and appliances for ventilating, heating and cooling systems.

McCord Radiator Co., Detroit, Mich., manufacturers of truck refrigerating systems and heating and cooling appliances, displayed a line of unit heaters and coolers and equipment for heating, cooling and ventilating systems.

Powers Regulator Co., Chicago, Ill., had on display its well known line of control equipment for automatically maintaining any desired temperature, pressure, etc., and other precision instruments for industrial use.

Heavy Machines Displayed

Republic Steel Co., Massillon, Ohio, featured Enduro stainless steel and Toncan iron in its display. The former, well known in the meat industry, is finding increasing uses in the meat packing plant for equipment and utensils. Toncan iron, because of its long life, is recommended by the company for ducts and parts of heating, ventilating and air conditioning systems.

Vilter Manufacturing Co., Milwaukee, Wis., displayed ammonia compressors and a number of unit heaters and coolers of advanced design. The company also manufactures much other equipment and apparatus for meat plant refrigerating systems, including condensers, control equipment, etc.

Westinghouse Electric & Manufacturing Co., Pittsburgh, Pa., had a large booth in which were shown condensing units, ammonia compressors, splash-proof and other motors in large variety, starters and much other equipment used in construction and installation of refrigerating, heating and ventilating systems.

Worthington Pump & Machinery Co., Harrison, N. J., displayed a large assortment of pumps of various sizes and types, among which were many suitable for the many pumping operations in the meat packing plant.

Growth of Air Conditioning Portrayed at Show

"A LIBERAL education in the use and advantages of a great variety of mechanical appliances applicable to meat processing and manufacturing operations and a wonderful opportunity for packinghouse engineers and mechanical men to compare design and construction of essential equipment."

Thus did the chief engineer for a large Chicago packer describe the displays at the Fourth International Heating and Ventilating Exposition, held at the International Amphitheatre, Chicago, during the week of January 27. The growing appreciation among packers and sausage manufacturers of the importance of air conditioning as the solution for many meat processing, chilling and storage problems influenced many of these, alone or in company with their engineers, to visit the exposition and learn at first hand developments in equipment and methods for modifying air characteristics for general comfort requirements and the specific needs of meat plants.

While the exposition placed emphasis on air conditioning for comfort and on air conditioning equipment for use in residences, hotels, stores, offices, etc., much of the apparatus on display—some of it in operation—had been designed for industrial use or was applicable for air conditioning purposes in manufacturing and processing plants.

Packer Displays Insulation

Control equipment for regulating temperature, humidity and flow was shown in a great variety of designs and for numerous general and specific conditions. Ice machines, from the smallest units for household use to large compressors suitable for installation in meat packing and sausage manufacturing plants, were displayed by a number of companies. Unit coolers and heaters, from those for use in small rooms to sizes with capacities suitable for packinghouse coolers and meat processing rooms, in both floor and suspension types, were plentiful.

Fans, motors and pumps, hand and

power operated tools for erection and maintenance of pipe lines, materials of construction of many kinds, welding equipment of the latest types and air compressors were among the equipment on display.

One meat packer—Wilson & Co.—had an exhibit. This company had on display its various insulating products made from hog hair, including Haircraft and Naturezone. A number of ingenious methods were used to show application of these insulations to various insulating requirements and their fitness and efficiency.

Also among those who had displays were numerous firms whose products are well known and widely used in meat packing and sausage manufacturing plants, including—

Armstrong Cork Products Co., Lancaster, Pa., which had a very complete display of corkboard and molded cork insulation for insulating coolers and hot and cold pipe lines.

Equipment in Wide Variety Shown

Baker Ice Machine Co., Omaha, Neb., unit coolers for industrial uses, compressors and refrigerating appliances.

Carrier Engineering Corp., Newark, N. J., manufacturers of compressors, unit coolers and auxiliaries for refrigerating systems. In this booth were numerous photographs of buildings in which Carrier air conditioning systems and equipment are installed.

Century Electric Co., Chicago, Ill., had on display a large assortment of its motors of many different kinds and in sizes from a small fraction of a horse power to three horse power.

Carbondale Machine Corp., Carbondale, Pa., showed compressors in various sizes, unit coolers and unit heaters. Products of this company were displayed with those of the Worthington Pump & Machinery Corp.

Crane Company, Chicago, had a large booth in which was on display a comprehensive assortment of valves and fittings, plumbing supplies, boilers and

ANNOUNCING GREATER 1936 VALUES IN GENERAL MOTORS TRUCKS



- 1. Cost-reducing improvements throughout the entire line.
- 2. Advanced streamline appearance.
- 3. For the first time, money-saving GMC dual performance axles in 1½ ton to 6 ton capacity ranges.
- 4. More distinctive, more comfortable streamlined cabs.
- 5. Correctly sized engines for maximum economy and improved performance—in every capacity range.
- 6. A new quality low-priced ½ ton delivery.
- 7. A greater value in the 1½-2-ton range. At this extremely low price you can now get the quality GMC many-feature truck that is built to out-perform and out-earn.

\$425
CHASSIS F.O.B. PONTIAC
TRUCKS OF VALUE

\$525
CHASSIS F.O.B. PONTIAC

Time payments available through
our own 6½% Y. M. A. C. plan

GENERAL MOTORS TRUCKS AND TRAILERS

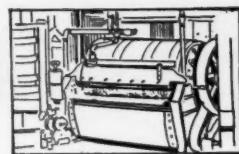
GENERAL MOTORS TRUCK COMPANY • PONTIAC, MICHIGAN

½ TO 15 TONS

LARD	14.65	14.25
BELLIES	14.25	14.00
HAMS	20.25	20.00
LOINS	14.25	14.00
BUTTS	14.25	14.00

Provisions and Lard

Weekly Market Review



Market Active—Prices Steadier—Hog Run Moderate—Hogs Firm—Meat Demand Better—Lard Trade Routine—Washington Developments Awaited.

Market for hog products this week averaged slightly better than the previous week in a fairly active trade. Commission house trade was again mixed. Outside speculative buying enlarged materially at times, especially in lard, the result of moderate hog arrivals, a better demand for meats and continued severe cold wintry weather. There was considerable selling from packinghouse quarters, however, which served to bring about profit taking and ease prices moderately from the week's best levels.

Pork meat prices advanced in a fair way, but demand slowed up on the advance. Top hogs at Chicago bulged to 10.70c, reacted to 10.15c and at mid-week were at 10.25c, compared with 10.15c the previous week.

Average price of hogs at Chicago at outset of week was 10.10c, compared with 10c the previous week, 7 1/2c a year ago, 3.60c two years ago, and 3.20c three years ago.

Hog Receipts Increase

Market was influenced to some extent by Washington news. Inability to agree on the new crop control bill caused selling and liquidation in provisions at times. Indications that a new plan was shaping up led to buying and covering.

The provision trade is still at sea as to what the administration plans to do. As a result the market is very sensitive pending developments.

Receipts of hogs at western packing points last week totaled 332,000 head, compared with 421,000 head the previous week, and 338,000 head the same week last year.

Average weight of hogs at Chicago the past week was 237 lbs., against 235 lbs. the previous week, 231 lbs. a year ago, and 227 lbs. two years ago.

Heavier Feeding in Prospect

The corn-hog ratio attracted attention. This showed a wide spread between value of corn and hogs. On the basis of the value of corn and hogs at Chicago it takes about 15 bu. of corn to buy 100 lbs. of live hogs. As it takes about 11 bu. of corn to make 100 lbs. of live hogs, the present ratio was taken as meaning the possibility of very active feeding operations in order to take advantage of the spread between the two commodities.

It was also argued that number of hogs in the country will show an important increase in the Government reports to be issued in February. The wide spread in the corn-hog ratio, it was felt, would be an incentive for a steady increase in the number of hogs on farms.

PORK—Demand was fair and market steady at New York. Mess was quoted at \$33.37 per barrel; family, \$32.37 per barrel; fat backs, \$22.75@31.37 per barrel.

LARD—Demand was routine at New York and market steady. Prime western was quoted at 11.25@11.35c; middle western, 11.25@11.35c; New York City tierces, 10%@11c; tubs, 11%@11 1/2c; refined Continent, 11%@12c; South America, 12@12 1/2c; Brazil kegs, 12 1/2@12 1/4c; compound, car lots, 12 1/4c; smaller lots, 12 1/2c.

At Chicago, regular lard in round lots was quoted at 2 1/2c under March; loose lard, 57 1/2c under March; leaf lard, 82 1/2c under March.

(See page 32 for later markets.)

BEEF—Demand was fair, but market

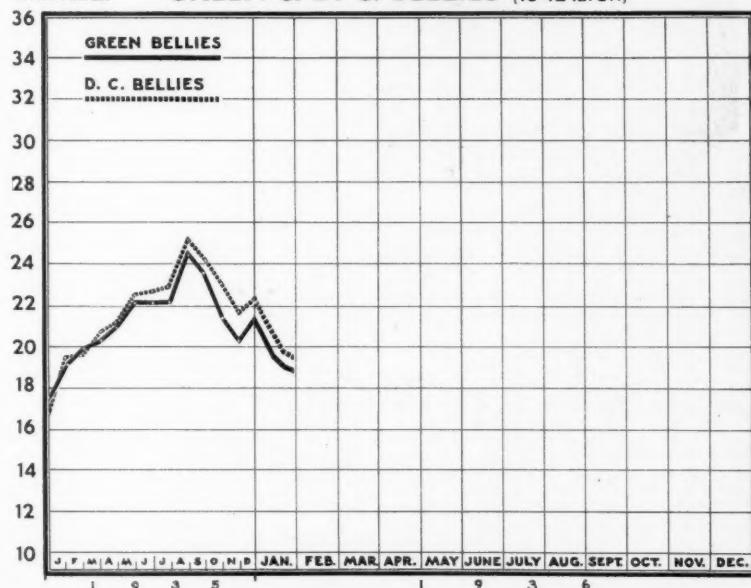
was weak at New York. Mess was nominal; packer, nominal; family, \$19.50@20.50 per barrel; extra India mess, nominal.

AGREE TO STOP BROKERAGE

Seventeen meat packing companies charged with violation of the packers and stockyards act through payment of "brokerage" to an employee of the Great Atlantic & Pacific Tea Co. on all sales made to the chain by them have signed stipulations with the Secretary of Agriculture admitting facts of the practice and agreeing to discontinue it. Hearings in each case have been postponed indefinitely with understanding that proceedings may be renewed if provisions of the stipulations are not carried out.

The chain store company is contesting the action brought against it as an organization subject to the packers and stockyards act. Reports from Washington indicate that several remaining packers against whom complaints were issued may sign stipulations.

CENTS PER LB. GREEN & D. C. BELLIES (10-12 lb. av.)



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of green and D. C. belly prices during 1935 and January, 1936.

Decline in prices of green and D. C. bellies, which started in August, 1935, continued during January, the month closing with these products worth about as much as in February, 1935. A normal spread between the green and cured cuts was maintained during the month.

Improved "PRAGUE" SALT

"The Safe, Fast Cure"

Made under GRIFFITH'S Process Patents

"America's Perfect Cure"

"PRAGUE SALT" contained our original formula—"PRAGUE" is a salt of PROGRESS. Curing ideas change; curing practices change. Griffith's products grow.

"PRAGUE SALT" is a Griffith Product

"Prague Powder"

The PRAGUE POWDER idea follows PRAGUE SALT as Day follows Night.

THE GRIFFITH LABORATORIES

1415-25 West 37th Street, Chicago, Illinois

Canadian Factory and Office: 1 Industrial Street, Leaside, Toronto 12, Ontario

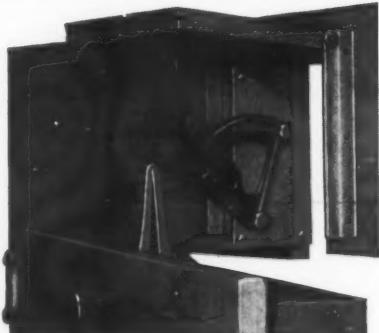


PROGRESS

Science, in curing, takes a large step forward. The world moves on and in curing meats we lead the way. If you are not using **"PRAGUE CURES"** start now.

"PRAGUE CURES"

start now.



"C-B" TRACK DOOR DEVICE Pat. Pending

"C-B" Cold Storage Door

"THE BETTER DOOR THAT COSTS NO MORE"

The "C-B" Track Door Operating Device is only one of the many new improvements available only in "C-B" Cold Storage Doors. It is positive in action and no springs are required to hold the track flap door open or closed. The "C-B" Track Door is the only

one having the flap door fitted with gaskets and wiper seals and pressing tight against the frame when large door is closed.

Write for catalog on the "C-B" Cold Storage Door—"the better Door that costs no more."

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Let us help you solve your Steam, Power, Water and Refrigerating problems.



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Our consulting service is particularly adapted to the Packing Industry. Years of experience enable us to reduce your costs materially!

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SERVING
THE MEAT PACKING INDUSTRY

Hog Cut-Out Losses About Steady With Week Earlier

HOOG costs to packers and pork product values during the first four days of the current week were approximately steady with similar costs and values a week earlier. What changes occurred were favorable to cutting results. Cut-out losses this week, therefore, are slightly lower than those of the same period a week earlier.

Consumer demand was dull during the week, despite weather favorable for pork consumption. Prices were weak but fairly steady. Some cuts were

fractionally lower Thursday compared with Monday. Average pork values per cwt. for the four days ranged from 9c less on heavy hogs to 15c more for product from the medium weights, compared with the first four days of last week.

Hog receipts at Chicago during the first four days of the week totaled 84,000 head—20,000 head more than were received at this point during the first four days of the preceding week. Average cost for the period was \$10.03.

Average cost during the first four days of last week was \$10.09. Average cost on each day of this week was: Monday and Tuesday, \$10.10; Wednesday, \$10.00; Thursday, \$9.90.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week, average costs and credits being used. The results are typical of Chicago only. In other sections of the country local costs and credits should be used.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	.14.0	17%	\$ 2.50	13.70	17%	\$ 2.41	13.30	16%	\$ 2.24
Picnics.....	5.60	13%	.76	5.30	12%	.68	5.00	12.0	.60
Boston butts.....	4.00	16½	.66	4.00	16½	.66	4.00	16½	.66
Loins (blade in).....	9.80	16%	1.65	9.50	16%	1.55	9.00	15%	1.41
Bellies, S. P.....	11.00	18%	2.06	8.70	17%	1.54	3.50	17.0	.60
Bellies, D. S.....	.....	.....	.....	3.00	16%	.51	9.00	13.5	1.22
Fat backs.....	2.00	7%	.15	4.00	8½	.32	5.00	9.0	.45
Plates and jowls.....	2.50	8½	.21	2.50	8½	.21	3.30	8½	.28
Raw leaf.....	2.00	10.0	.20	2.10	10.0	.21	2.20	10.0	.22
P. S. lard, rend. wt.....	12.60	11½	1.40	11.90	11½	1.32	11.50	11½	1.28
Spareribs.....	1.50	12%	.19	1.50	12%	.19	1.50	12%	.19
Trimmings.....	3.00	9%	.27	2.80	9½	.26	2.70	9½	.25
Feet, tails, neckbones.....	2.00	.....	.12	2.00	.....	.12	2.00	.....	.12
Offal and misc.....	.....	.....	.35	.....	.....	.35	.....	.....	.35
TOTAL YIELD AND VALUE.....	70.00		\$10.52	71.00		\$10.33	72.00		\$ 9.87
Cost of hogs per cwt.....		\$10.11			\$10.09			\$ 9.93	
Condemnation loss.....		.05			.05			.05	
Handling and overhead.....		.53			.47			.44	
TOTAL COST PER CWT. ALIVE.....		\$10.69			\$10.61			\$10.42	
TOTAL VALUE.....		10.52			10.33			9.87	
Loss per cwt.....		.17			.28			.55	
Loss per hog.....		\$.34			\$.67			\$ 1.54	

EXPORT NOTES

A new regulation of the German foreign exchange authorities practically prohibits importation of American provisions that are not "necessities of life." Lard, tallow and sheep and hog casings, but not fatbacks, are listed among these "necessities." While several hundred tons of American lard that had been held in Hamburg for some time is reported to have been imported into Germany in December, the U. S. Department of Commerce reports that conditions remain unfavorable to American lard. The barter ratio of 1.1 at which it may be imported may improve possibilities of trading if German control bureau will permit prices high enough to cover discounts on exports.

Temporary suspension of Belgian import duties on meats has been repealed by a ministerial decree.

U. S. Department of Commerce reports that Cuban lard movement during December was slightly above November. Sale of mixed lard was well maintained. Stocks of pure hog lard are below normal. Imports of pure hog lard during November totaled 1,511,743 lbs. as compared with 554,717 lbs. during October. All of this lard originated in the United States.

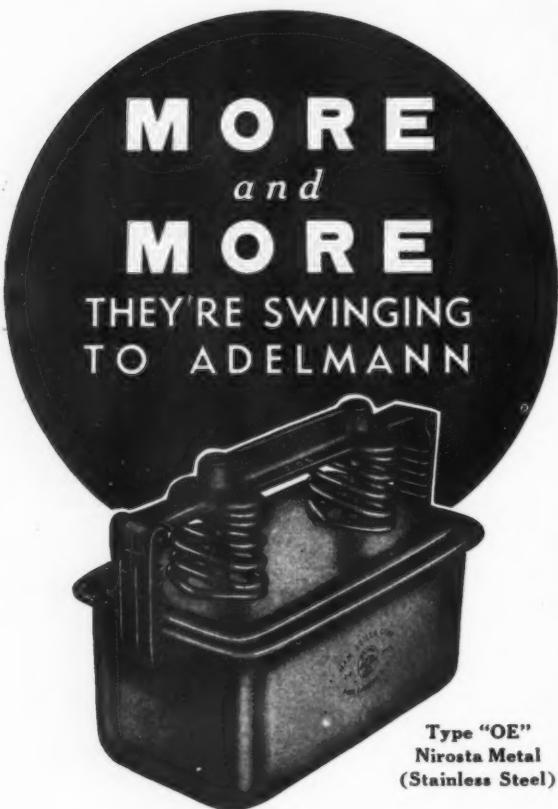
An order has been prepared by the department of health for Scotland for the examination of meat and meat products imported and for their disposal if considered unfit for human consumption.

GERMAN HOGS AND LARD

Top hogs at Berlin for the week ended January 15, 1936, were quoted at \$17.70, the same price as the week previous and \$16.05 per cwt. a year earlier. Lard in tierces at Hamburg was quoted at \$13.04 per cwt. compared with \$13.38 the previous week. No quotation is listed for the same week a year earlier.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Jan. 1, 1936, to Jan. 29, 1936, totaled 2,849,004 lbs.; greases, 559,120 lbs.; tallow, 350,800 lbs.; stearine, 44,800 lbs.



The trend to Adelmann is apparent everywhere. The number of Adelmann Ham Boilers in use is constantly increasing. The list of Adelmann users includes the shrewdest operators in the packing industry.

Adelmann Ham Boilers, "The Kind Your Ham Makers Prefer," are made of Cast Aluminum, Tinned Steel, Monel Metal, Nirosa (stainless) Steel—the most complete line available. The Adelmann Washer, Foot Press, Ham Washer and other supplementary equipment cut ham boiling costs, assure perfect results from Adelmann Ham Boilers, and pay for themselves through economies. Write for free booklet "The Modern Method" and liberal trade-in schedule.

Purchases of Adelmann Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, thru our bank under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!



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CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co. Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

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Only H. J. Mayer makes the genuine

H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mett-wurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.

For real satisfaction, insist on H. J. Mayer Seasonings!

The Man You Know



The Man Who Knows

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NATIONAL
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"THE BANK AT THE YARDS"

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Jan. 25, 1936:

	Week ended Jan. 25, 1936.	Week ended Jan. 26, 1935.	Nov. 1, 1935 to Jan. 25, 1936.
	bbls.	bbls.	bbls.
Total	210
United Kingdom	50	
West Indies	160	

BACON AND HAMS.			
M lbs.	M lbs.	M lbs.	
Total	2,077	4,254	22,618
United Kingdom	2,074	4,232	22,495
Continent	.....	14	
West Indies	3	1	107
Other countries	.....	21	2

	Week ended Jan. 25, 1936.	Week ended Jan. 26, 1935.	Nov. 1, 1935 to Jan. 25, 1936.
	bbls.	bbls.	bbls.
Total	2,161	2,314	23,382
United Kingdom	1,888	2,310	22,132
Continent	273	2	1,050
West Indies	.....	2	198
Other countries	.....	2	2

	LARD.	M lbs.	M lbs.	M lbs.
	Pork,	Hams,	Lard,	M lbs.
From				
New York	237	1,509		
St. John, N. B. West.	1,573	631		
Halifax	267	20		

	TOTAL EXPORTS BY PORTS.	Bacon and	Pork,	Hams,	Lard,	M lbs.
Total week	2,077	2,161	2,314	23,382		
Previous week	160	2,831	1,746			
2 weeks ago	2,772	1,981				
Cor. week 1935	4,254	2,314				

	SUMMARY NOV. 1, 1935, TO JAN. 25, 1936.	1935 to 1934 to	De-	In-	crease.
1936.	1935.	Increase.			
Pork, M lbs...	42	140	....	107	
Bacon and Hams, M lbs...	22,618	33,451	....	10,833	
Lard, M lbs...	23,382	43,344	....	19,962	

MEAT IMPORTS AT NEW YORK

For week ended Jan. 25, 1936:

Point of origin.	Commodity.	Amount	lbs.
Argentina—Oleo stearine	10,031	lbs.
Argentina—Canned roast beef	1,800	lbs.
Argentina—Canned corned beef	270,000	lbs.
Argentina—Canned brisket beef	1,600	lbs.
Brazil—S. P. hams	7,368	lbs.
Brazil—D. S. bellies	37,073	lbs.
Brazil—Canned corned beef	105,000	lbs.
Canada—Smoked bacon	5,122	lbs.
Canada—Canned corned beef	8,226	lbs.
Canada—S. P. hams	5,000	lbs.
Canada—Fresh chilled pork cuts	16,206	lbs.
Canada—Sausage	875	lbs.
Cuba—Fresh beef tenderloins	1,700	lbs.
Czechoslovakia—Cooked ham	765	lbs.
Denmark—Cooked ham	1,189	lbs.
England—Meat paste	198	lbs.
Finland—Cooked sausage	8,858	lbs.
Germany—Smoked ham	180	lbs.
Germany—Smoked sausage	1,280	lbs.
Germany—Cooked sausage	1,144	lbs.
Germany—Bacon	9,000	lbs.
Germany—Smoked bacon	2,000	lbs.
Germany—Cooked ham	5,347	lbs.
Holland—Smoked ham	2,038	lbs.
Irish Free State—Smoked bacon	18,531	lbs.
Italy—Smoked ham	1,144	lbs.
Italy—Smoked sausage	12,778	lbs.
Poland—Cooked ham	323,602	lbs.
Poland—Sausage	1,397	lbs.
Poland—Smoked bacon	8,250	lbs.
Poland—D. S. pork bellies	13,700	lbs.
Switzerland—Bouillon	1,120	lbs.
Uruguay—Edible beef tallow	112,000	lbs.
Uruguay—Canned roast beef	28,800	lbs.
Uruguay—Canned corned beef	10,800	lbs.

MORE MEAT IN GERMANY

Some improvement in the German livestock and meat situation was brought about during December by steps taken by authorities to regulate trade and stimulate imports. Hog receipts at 36 markets were larger than in November but fewer cattle were marketed. Owing to strict government control of meat and livestock prices there was no change in cattle, hog and sheep prices in December.

About 43,000 head of hogs and 7,000

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JANUARY 25, 1936.

Open. High. Low. Close.

LARD—				
Jan.	.....	.....	10.07½b	
Mar.	11.05	11.17½	11.02½	11.12½
May	11.02½	11.10	11.00	11.05b
July	11.02½	11.10	11.00	11.05b

CLEAR BELLIES—				
May	.....	.....	14.47½n	
July	11.07½	11.25	11.12½	11.25b
May	.....	.....	14.47½n	
July	11.12½	11.25	11.17½	11.25b

MONDAY, JANUARY 27, 1936.				
Jan.	.....	.....	14.47½n	
Mar.	11.10	11.20	11.05	11.10b
May	11.30	11.35	11.22½	11.30ax
July	11.20	11.27½	11.17½	11.25ax

TUESDAY, JANUARY 28, 1936.

LARD—				
Jan.	11.05	11.10	11.05	11.10b
Mar.	11.10	11.20	11.10	11.20b
May	11.17½	11.30	11.17½	11.30ax
July	11.12½	11.25	11.12½	11.25b

CLEAR BELLIES—				
May	.....	.....	14.47½n	
July	11.27½	11.30	11.17½	11.30ax
May	.....	.....	14.47½n	
July	11.17½	11.30	11.17½	11.30ax

WEDNESDAY, JANUARY 29, 1936.

LARD—				
Jan.	11.12½	11.20	11.12½	11.20b
Mar.	11.27½	11.35	11.25	11.35
May	11.27½	11.35	11.25	11.35
July	11.17½	11.30	11.17½	11.30ax

CLEAR BELLIES—				
May	.....	.....	14.47½n	
July	11.27½	11.30	11.17½	11.30ax
May	.....	.....	14.47½n	
July	11.17½	11.30	11.17½	11.30ax

THURSDAY, JANUARY 30, 1936.

LARD—				
Jan.	11.12½	11.20	11.12½	11.20b
Mar.	11.27½	11.35	11.25	11.35
May	11.27½	11.35	11.25	11.35
July	11.17½	11.30	11.17½	11.30ax

CASH PRICES

Based on actual carlot trading Thursday, January 30, 1936.

REGULAR HAMS.

Green. *S.P.

12½ 20½ 19½

13½ 13½ 13½

14½ 14½ 14½

15½ 15½ 15½

16½ 16½ 16½

17½ 17½ 17½

18½ 18½ 18½

19½ 19½ 19½

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54½ 54½ 54½

55½ 55½ 55½

56½ 56½ 56½

57½ 57½ 57½

58½ 5

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MOTOCO
RECORDING
THERMOMETER
 MODEL 500
 SIX INCH CHART



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THE Model "500" Motoco Recording Thermometer is a valuable addition to any equipment requiring temperature regulation. Its easy-reading, six-inch chart provides a continual, accurate temperature record and permits you to obtain greatest efficiency and economy in operation.

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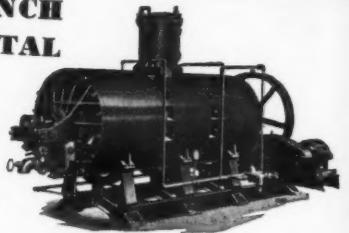
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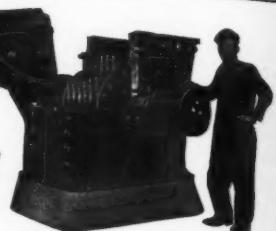


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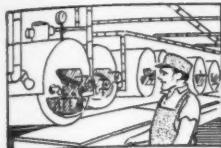
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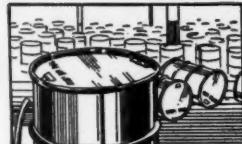
Continental Electric Co., Inc.
 FACTORY—NEWARK, N. J.
 CHICAGO OFFICE—510 NORTH DEARBORN STREET

564



Tallows and Greases

Weekly Market Review



TALLOW—A rather quiet week featured market for tallow at New York, but tone appeared steadier. Prices were without change. A moderate business in extra was reported at 6½¢ delivered. Volume of business was not important as buyers were still inclined to either back away at the moment or look on pending developments. Producers were offering in a moderate way, but indications were that further quantities were available at last sales level.

Action of market was somewhat surprising, as little or no foreign tallow was offered during week. A fair sized lot of foreign tallow in bond was reported sold by New York interests to the Continent at 6.45c c.i.f.

Tallow futures on the New York Produce Exchange was also quiet during week, March delivery selling at 6.65c.

At New York special was quoted at 6½¢; extra, 6¾¢ f.o.b., or 6¾¢ delivered; edible, 7½@8c.

At Chicago, there was some improvement in inquiry, but no large business resulted. Larger consumers and producers were not active. As a result offerings were quite moderate. Smaller renderers appeared to be offering more sparingly, which served to give market a firm undertone. At Chicago, edible was quoted at 7¾¢; fancy, 7c; prime packer, 6¾@7c; special, 6@6¾¢; No. 1, 5c.

There was no London tallow auction the past week. At Liverpool, Argentine beef tallow, January–February shipment, was quoted at 29s 9d, a decline of 1s for week. Australian good mixed at Liverpool, January–February shipment, was off 9d for week at 29s.

STEARINE—A quiet and routine market was reported at New York the past week. Oleo was quoted at 8¾@9c. At Chicago, oleo was quiet but steady and quoted at 8¾@9c.

OLEO OIL—A little better demand and an easier market, with prices unchanged to ¼c lower than previous week, was the feature at New York. Extra was quoted there at 11½@12½c; prime, 11½@12c; lower grades, 10½@11½c. At Chicago, market was rather quiet and ¼c lower for week. Extra was quoted at 11½c.

(See page 32 for later markets.)

LARD OIL—Offerings were fair at New York, demand was quiet, and prices were unchanged to ¼c lower for the week. No. 1 was quoted at 8¾c; No. 2, 8½c; extra, 11c; No. 1, 9c; prime, 14½c; winter strained, 11½c.

NEATSFOOT OIL—Demand continues moderate at New York, and market

was a shade lower. Cold test was quoted at 16¾c; extra, 9¾c; No. 1, 9c; pure, 12¾c.

GREASES—Market was quiet at New York the past week, and prices were ¼c lower. The easier tone was traceable to continuance of an awaiting policy on the part of soaper. A little fill-in business was reported, but this was not important. Producers talked optimistically, claiming they were in a well sold-up position and that current production is being taken care of to clean up old orders.

At New York, yellow and house were quoted at 5½¢; A white, 5¾¢; B white, 5¾@5½¢; choice white, 8½@8¾c.

At Chicago, there was some improvement in inquiry for greases, but no important business materialized. Larger factors continued to look on. Smaller packers and renderers were offering more sparingly, which gave market a very steady undertone. At Chicago, brown was quoted at 5c; yellow, 5½@5½¢; B white, 5¾¢; A white 6¾¢; choice white, 7c.

BY-PRODUCTS MARKETS

Chicago, January 30, 1936.

Blood.

Market quoted \$3.30@3.40.

	Unit
Ammonia.	\$3.35@3.45
Ground	\$3.35@3.45
Unground	\$3.30@3.40

Digester Feed Tankage Materials.

Prices quoted nominally on basis of last sales.

Unground, 10 to 20% ammonia.	\$ 3.25@3.40 & 10c
Unground, 8 to 12%.....	3.15@3.35 & 10c
Liquid stick	@2.50

Packinghouse Feeds.

Market firm and prices unchanged.

	Carlots.
Digester tankage meat meal 60%....	@50.00
Meat and bone scraps, 50%.....	@52.50
Steam bone meal, 65%, special feeding, per ton	@28.00
Raw bone meal for feeding.....	@32.50

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of ammonia f.o.b. New York, with no sales being made, and South American, for February shipment, is offered at \$3.00 per unit of ammonia c.i.f. Atlantic Coast ports.

Dry rendered tankage is lower in price and is moving in volume.

Considerable Japanese fish meal is being offered for spot delivery at lower prices.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton,	
basis ex vessel Atlantic ports:	
Feb. to June 30, 1936, inclusive.	23.00@ 24.00
Ammonium sulphate, double bags,	
per 100 lbs., f.o.b. New York	nominal
Blood dried, 16% per unit.	@ 3.00
Fish scrap, dried, 11% ammonia,	nominal
10% B. P. L. f.o.b. fish factory.	
Fish meal, foreign, 11½% ammonia,	nominal
10% B. P. L. c.i.f.	@ 35.50
Fish scrap, acidulated, 6% ammonia,	2.25 & 50c
3% A.P.A. f.o.b. fish factories	
Soda nitrate, per net ton; bulk,	
Feb. to June 30.	@ 23.50
in 200-lb. bags.	@ 24.80
in 100-lb. bags.	@ 25.50
Tankage, ground, 10% ammonia,	2.85 & 10c
15% B. P. L. bulk.	2.80 & 10c
Tankage, underground, 10-12% ammonia,	
15% B. P. L. bulk.	

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 23.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@ 26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 18% flat.	@ 8.00
Potash Salts.	
Manure salt, 20% bulk, per ton.	@ 14.40
Kainite, 20% bulk, per ton.	@ 11.00
Muriate in bulk, per ton.	@ 22.50
Sulphate in bags, per ton, basis 90%	@ 33.75
Dry Rendered Tankage.	
50% unground	@ 70c
60% ground	@ 73c

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, JANUARY 26, 1936.

	High.	Low.	Close.
Jan.			6.40@6.75
May			6.52@6.80

MONDAY, JANUARY 27, 1936.

	High.	Low.	Close.
Jan.			6.45@6.75
May			6.56@6.80

TUESDAY, JANUARY 28, 1936.

	High.	Low.	Close.
Jan.			6.45b
Mar.			6.55@6.75
May			6.50@6.80

WEDNESDAY, JANUARY 29, 1936.

	High.	Low.	Close.
Mar.			6.56@6.75
May			6.58@6.80

THURSDAY, JANUARY 30, 1936.

	High.	Low.	Close.
Mar.			6.50@6.75
May			6.50@6.80
July			6.50@6.80

FRIDAY, JANUARY 31, 1936.

	High.	Low.	Close.
Mar.			6.45@6.85
May			6.45@6.85

No sales. Closing 5 lower.

SUPPORT TAX ON FOREIGN OILS

Permanent continuation of the 3 cent excise tax on foreign fats and oils was suggested to Congress by producers of domestic fats and oils shortly after a federal district court decision in Iowa which held the 3 cent tax on palm and coconut oils unconstitutional.

Pointing out an improvement in

prices and demand for tallow, lard, butterfat, cottonseed, corn and soybean oils, amounting to nearly \$250,000,000 in net returns to producers, representatives of producers filed a brief in support of the tax with Congress. Among organizations participating in the conference of domestic producers and oils and fats and signing the brief were:

National Livestock Marketing Association, National Dairy Union, National Grange, American Farm Bureau Federation, Association of American Producers of Domestic Inedible Fats and Texas Cottonseed Crushers Association.

The brief declared the Philippines had benefited from the tax, the value of coconut products imported having risen since its imposition; price of cottonseed had been increased by \$9 to \$12 per ton by the tax; soybean acreage had been doubled, removing land from surplus crop production; producers of corn, beef cattle and hogs had benefited from increased income.

Removal of the 3 cent tax from denatured coconut oil would defeat all benefits of the tax law and bring an immediate change of conditions in every fat and oil industry, its proponents pointed out. A large increase in imports of coconut oil would result with sharp price declines among all oils used in soap and other inedible products; this would be followed by displacements, changes and price reductions among oils used in the edible trade.

COTTON OIL TRADING

COTTONSEED OIL—Spot oil demand at New York was moderate and market was steady with futures. Crude oil sold at 9c in the Southeast and Valley and at 8½c in Texas.

Market transactions at New York:

Friday, January 24, 1936.

Spot	Sales.	Range	Closing		
		High.	Low.	Bid.	Asked
Jan.	3	1025	1024	1000	a 1030
Feb.				1005	a nom
Mar.	11	1016	1010	1014	a 1017
April				1015	a nom
May	11	1021	1014	1019	a trad
June				1019	a nom
July	42	1021	1012	1018	a 1020
Aug.				1020	a nom

Saturday, January 25, 1936.

Spot	Sales.	Range	Closing		
		High.	Low.	Bid.	Asked
Jan.				a	
Feb.				1010	a 1035
Mar.	1	1015	1015	1018	a 1023
April				1018	a nom
May	10	1025	1017	1025	a trad
June				1025	a nom
July	8	1026	1018	1026	a trad
Aug.				1025	a nom

Monday, January 27, 1936.

Spot	Sales.	Range	Closing		
		High.	Low.	Bid.	Asked
Jan.	4	1030	1015	1017	a 15tr
Feb.				1020	a 1035
Mar.	9	1032	1025	1032	a trad
April				1030	a nom
May	8	1038	1026	1032	a 1036
June				1033	a nom
July	24	1039	1029	1035	a 34tr
Aug.				1030	a nom

Tuesday, January 28, 1936.

Spot	Sales.	Range	Closing		
		High.	Low.	Bid.	Asked
Jan.	3	1085	1038	1080	a 1085
Feb.				1030	a Bid
Mar.	11	1038	1036	1037	a 1039
April				1025	a Bid
May	72	1043	1037	1041	a 1044
June				1030	a Bid
July	54	1043	1036	1042	a trad
Aug.				1042	a nom

Wednesday, January 29, 1936.

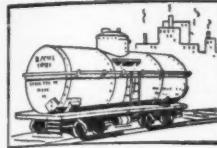
Spot	Sales.	Range	Closing		
		High.	Low.	Bid.	Asked
Feb.				1020	a 1030
Mar.	53	1034	1027	1030	a trad
April				1030	a nom
May	24	1030	1025	1029	a 1030
June				1025	a 1035
July	34	1034	1024	1028	a 27tr
Aug.				1020	a 1035
Sept.	53	1025	1004	1010	a trad

(See page 32 for later markets.)

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Jan. 29, 1936.—Refined cottonseed oil, 28s; Egyptian crude cottonseed oil, 25s.



Vegetable Oils

Weekly Market Review



Trade Active—Market Irregular—Cash Demand Improved—Crude Oil Firm—Allied Markets Steady Sentiment Continues Mixed.

New York cottonseed oil futures market experienced a good volume of trade the past week. Prices backed and filled over a fair range rather rapidly. Commission houses were first on one side and then on the other. The breaks ran into a good class of absorption, but the sharp bulges encountered profit taking and hedge selling in the late positions.

Professionals continued more or less inclined to operate against the upturns, owing to uncertainty over crop control. However, there were some ring traders who were inclined to take a position on the constructive side. The latter were influenced by reports of improvement in cash oil demand, firmness in crude markets and a falling off in hog arrivals.

Good January Consumption Expected

The fact that more optimistic ideas prevailed on January oil consumption helped create a better feeling in some quarters. Reports circulated that there has been a better consumer demand for oil and other fats, with the result that estimates on January oil consumption were current at 250,000 bbls. Some well posted trade factors believe distribution this month will exceed this figure.

There was a tendency in other directions to point to the continued liberal imports of cottonseed oil. Crude and refined imported in December totaled 9,111,213 lbs., compared with 5,194,957 lbs. in December, 1934. With consumption inclined to run behind the previous year, as far as domestic oil consumption is concerned, the continued imports attracted attention.

The belief prevails that it is but a question of time when the new administration crop control bill will be whipped into shape, and that control of the cotton acreage naturally will mean control over the oil crush during the next season.

Outside Conditions Help Market

It was also pointed out that bulk of remaining supplies of oil available are in strong hands. This was more or less confirmed by strength in the crude oil markets this week. Sales in the Southeast and Valley were made at 9c; in Texas, at 8 1/2c, an advance of 1/2c over quotations ruling at mid-week last week.

Inflation fears played a part in the

price advances at times, especially following the passage of the Soldiers Bonus over the President's veto. When administration efforts were directed against the Frazier-Lemke Farm Mortgage bill, inflationary gossip appeared to die out.

Reports as to general business conditions showed some further betterment, as far as unemployment is concerned. This will help in maintaining or increasing consumption of foodstuffs and fats generally. There was no disposition to actively press price declines in oil especially as the technical position of the market was regarded as very healthy.

COCOANUT OIL—Market at New York had an easier tone the past week. Sellers were quoting 5 1/2@5 1/4c but in one instance some oil was offered at 5c. Domestic consumers were unwilling to take hold at the moment.

CORN OIL—Market was quiet but

SOUTHERN MARKETS New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 30, 1936.—Cotton oil futures steady to unchanged. Crude firm at 9c lb. f.o.b. mills all directions. It would take 9 1/2@10c lb. to move round lots after liberal sales at 9c lb. this week. Bleachable firm but inactive. Soapstock firmly held with better inquiry following higher tendency in tallow after recent declines. Short interest increasing in oil, supposedly against purchases of cotton, which may later cause sensational advances in cotton oil when straddles are undone due to the relatively small supply of cotton oil. There appears available only about 200,000 barrels per month for consumption balance this season, figuring on a small carryover of about 600,000 to 700,000 barrels August 1 this year.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 30, 1936.—Crude cottonseed oil, 8 1/2c lb., Valley; cottonseed meal, \$19.50 f.o.b. Memphis, prompt shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 30, 1936.—Prime cottonseed oil, 8 1/2@8 1/4c lb. Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$22.00.

steady at New York. Chicago quoted the market at 9 1/2c. Outside points were reported to have put through some business on basis of 9 1/2c.

SOYA BEAN OIL—Trade was quiet at New York, but market was steady. Nearby shipment was quoted at 8c; forward shipment, 7 1/2c.

PALM OIL—Demand was fair at New York and market was very steady. Spot Nigre was quoted at 4 1/2c; shipment Nigre, 4.35c; Sumatra oil, July forward, 4 1/2@4 1/4c.

PALM KERNEL OIL—Market was rather slow at New York. Shipment oil was quoted at 5@5 1/2c.

OLIVE OIL FOOTS—There was no particular interest in this market at New York, but prices held rather well. Spot tanks were quoted at 8 1/2c; shipment, 8 1/2c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was quiet at New York. Crude oil was quoted at 9 1/2@9 1/4c.

FATS AND OILS PRICE ANNUAL

Monthly high and low record prices of fats, oils and by-products from 1925 to 1935 are contained in the 1936 annual of the Davidson Commission Co., Chicago, a publication which has long been a feature in the trade. It is filled with price material of interest to producers and traders in these commodities.

Handy reference tables show high and low monthly prices for the past 10 years on D. S. bellies, cottonseed oil, edible tallow, white grease, feed stock, dried blood and other fats, oils and by-products. Prices on prime steam lard have been compiled from 1919 to 1935. High-low soybean and cocoanut oil prices are also included. Copies of the annual may be obtained from the Davidson Commission Co., brokers, Utilities bldg., Chicago.

DUTCH INDIA PALM OIL

About 55,000,000 lbs. of the 94,600,000 lbs. of palm oil exported from the Netherlands India during the third quarter of 1935 was destined for the United States, according to U. S. Department of Commerce reports. In 1933 the United States took 70 per cent of total exports of palm oil from Netherlands India, 37 per cent in 1934 and 63 per cent, 83 per cent and 58 per cent during the first, second and third quarters of 1935.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were moderately active and steadier the latter part of week on moderate hog arrivals. Top hogs at Chicago, \$10.25.

Cottonseed Oil

Cotton oil was active in mixed trade. Undertone was steady. Cash trade was moderate. A fair lard stock increase is expected during last half of January at Chicago. Crude, Southeast and Valley, 9c bid; Texas, 8½c sales.

Quotations on bleachable cottonseed oil at close of market on Friday were: Mar., \$10.10@10.12; May, \$10.12; July, \$10.11@10.12; Sept., \$9.93. Tone steady; 123 sales.

Tallow

Tallow, extra, 6½c lb. f.o.b.

Stearine

Stearine, 8% @ 9c.

Friday's Lard Markets

New York, January 31, 1936.—Prices are for export. Lard, prime western, \$11.30@11.40; middle western, \$11.30@11.40; city, 10% @ 11c; refined Continent, 11% @ 12c; South American, 12@12½c; Brazil kegs, 12% @ 12½c; compound, 12½c in carlots.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Jan. 31, 1936, show exports from that country were as follows: To the United Kingdom, 114,129 quarters; to the Continent, 116,566 quarters. Exports for week ending Jan. 24 were: To England, 112,306 quarters; Continent, 2,094 quarters.

FAIR TRADE LEGISLATION

Powers of the Federal Trade Commission would be enlarged to prevent "unfair or deceptive acts and practices in commerce" under the Wheeler-Rayburn bill which was recently introduced in both houses of Congress. An important provision is that cease and desist orders of the commission must be contested within 60 days.

A bill to extend price provisions of the Clayton act has also been brought forward. This bill, if enacted, would prohibit giving brokerage fees to agents of the purchaser, discrimination in allowances to customers for services in handling goods or compensation to customers for services unless offered to all customers on equal terms.

See Classified Pages for bargains.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, January 31, 1936.—General provision market steady but firm; no demand for hams; very poor demand for lard.

Friday's prices were: Hams, American cut, 84s; hams, long cut, 94s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 67s; Wiltshires, unquoted; Cumblanders, unquoted; Canadian Wiltshires, 77s; Canadian Cumblanders, 74s; spot lard, 59s 6d.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended January 30, totaled 164,000 lbs. of bacon, 30 barrels of pork and 942,763 lbs. of lard.

OFFER DROUGHT HIDES

Approximately 53,000 cattle hides and 46,000 calfskins will be disposed of by the Michigan State Emergency Welfare Relief Commission at Lansing on February 19, when sealed purchase proposals will be opened. Included in this offering are 647,500 lbs. of hides stored at Terminal Warehouse Co., New York City; 1,060,000 lbs. at the plant of Kaufman & Co., Baltimore, Md.; 95,500 lbs. of unbranded calfskins and 400,000 lbs. of hides at Central Cold Storage Co., Chicago; and 225,000 lbs. of unbranded calf and 210,000 lbs. of branded calf, stored at the Omaha, Nebr., plant of Armour and Company.

These hides and skins are a part of those taken from drought cattle and calves slaughtered in the government's drought relief program of 1934, proceeds of which will be turned over to the state relief agencies. All of the present offering was produced after September 5, 1934. Hides were given the regular commercial trim and in addition the shanks were removed at the knees and hocks. This is true also of the calfskins with the head skins trimmed similar to New York trimmed calfskins. All hides and skins grade either No. 1 or No. 2. Samples will be on display at warehouses.

ARGENTINE HIDE EXPORTS

Exports of Argentine cattle hides during the first 11 months of 1935 ran ahead of those for the corresponding period in 1934, the U. S. Department of Commerce reports. Total Argentine exports of cattle hides during 11 months of 1935 amounted to 7,183,057 units compared with 6,458,039 in 1934. Sheepskin shipments increased to 34,592

bales compared with 28,298 bales; goatskins advanced to 5,013 bales from 3,626 bales.

N. Y. HIDE FUTURES PRICES

Saturday, Jan. 25, 1936—Close: Mar. 11.80@11.85; June 12.15 sale; Sept. 12.47 sale; Dec. 12.79@12.80; sales 26 lots. Closing 4@9 higher.

Monday, Jan. 27, 1936—Close: Mar. 11.76@11.78; June 12.10@12.12; Sept. 12.41@12.45; Dec. 12.72b; sales 17 lots. Closing 4@7 lower.

Tuesday, Jan. 28, 1936—Close: Mar. 11.75b; June 12.07@12.09; Sept. 12.42@12.43 sales; Dec. 12.74n; sales 23 lots. Closing 3 lower to 2 higher.

Wednesday, Jan. 29, 1936—Close: Mar. 11.55@11.65; June 11.88 sale; Sept. 12.21@12.26; Dec. 12.55 sale; sales 26 lots. Closing 19@21 lower.

Thursday, Jan. 30, 1936—Close: Mar. 11.45n; June 11.76@11.77 sales; Sept. 12.10 sale; Dec. 12.38 sale; sales 120 lots. Closing 10@17 lower.

Friday, Jan. 31, 1936—Close: Mar. 11.35@11.42; June 11.68@11.71; Sept. 12.00 sale; Dec. 12.30 sale; sales 48 lots. Closing 8@10 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 31, 1936, with comparisons, are reported as follows:

	Week ended Jan. 31.	Prev. week.	Cor. week. 1935.
Spk. nat.			
strs. ....15	@15½n 15	@15½n	12a
Hvy. nat. str.	@15ax	@15ax	11
Hvy. Tex. str.	@15ax	@15	10½
Hvy. butt brnd'd			
strs.	@15ax	@15	10%
Hvy. Col. str.	@14½ax	@14½	10%
Ex-light Tex.			
strs. ....11	@11½	@11½	8a
Brnd'd cows. ....11	@11½	@11½	8b
Hvy. nat. cows. ....11	@11½ax	@11½	8
Lt. nat. cows. ....11	@11½	@11½	8½
Nat. bulls. ....8	@10½ax	@10½	7
Brnd'd bulls. ....8	@9½ax	@9½	6
Calfskins ...20%	@23½ 21	@23½	15
Kips. nat.	@15ax	@15	10%
Kips. ov-wt.	@14	@14	9½
Kips. brnd'd.	@12	@12	9
Slunks. reg.	@1.05	@1.05	67½
Slunks. hrs.	@35	30 @35	50
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

	CITY AND OUTSIDE SMALL PACKERS.		
Nat. all-wts. 10	@10½n	10% @ 11	8 @ 8½
Branded	9½ @ 10n	10% @ 10½	7½ @ 7½
Nat. bulls. ....8	@ 8½n	9 @ 9	7 @ 7
Brnd'd bulls. ....7	@ 7½n	8 @ 8	6 @ 6
Calfskins ...17½ @ 18		@ 19	10% @ 12
Kips.	@ 12½	@ 13½	9 @ 9½
Slunks. reg. ....75	@ 90n	75	40 @ 50n
Slunks. hrs. 20	@ 25n	20 @ 25	20 @ 30n

	COUNTRY HIDES.		
Hvy. steers.	@ 8½n	8% @ 9	5½ @ 5½
Hvy. cows.	@ 8½n	8½ @ 8	5½ @ 5½
Buffs.	@ 9n	9½ @ 9½	5½ @ 5½
Extremes.	@ 10n	10% @ 10½	6% @ 6%
Bulls.	@ 8½n	9 @ 9	3½ @ 3½
Calfskins ...12% @ 13	13	@ 14	7
Kips.	@ 9½	10 @ 10½	6½ @ 7
Light calf. ....75	@ 90n	75	25 @ 40n
Deacons. ....75	@ 90n	75 @ 90n	25 @ 40n
Slunks. reg. ....50	@ 65n	50 @ 65n	15 @ 20n
Slunks. hrs. ....50	@ 65n	10 @ 15n	5 @ 10n
Horsehides ..3.60 @ 4.00	3.60 @ 4.15	2.50 @ 3.10	

	SHEEPSKINS.		
Pkr. lambs. ....2.40 @ 2.50	2.40 @ 2.60	1.40 @ 1.50	
Sml. pkr. lambs. ....1.90 @ 2.25	1.85 @ 2.15	1.00 @ 1.10	
Pkr. shearlings.@ 1.25ax	@ 1.25	60 @ 70n	
Dry pelts ...18	@ 18½n	18 @ 18½	10% @ 11



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—There has been no activity this week in big packer hides and the market has been characterized by an absence of interest on the part of buyers, while packers have made no great effort to press hides for sale, although offerings at last trading prices have been available throughout the week.

Packers' stocks have been in fair shape, except for some accumulation of native steers and light cows, and since these date back into Dec. and probably a few Nov. steers in some instances, holders have not been keen to accept less money for them, as there will be no more hides of comparable quality until along in April. Branded hides have been kept well sold up until the past two weeks. Buyers are slow to take on the long haired winter quality now coming out, especially at steady prices, which are equivalent to an advance when quality is considered.

The only trading in this market during the week was the sale of 3,000 Jan. light native cows early mid-week at 11c, and 1,000 Jan. branded cows at 11c, both 1/2c under big packers last trading prices.

Late this week an Indiana packer sold 1,400 Jan. butt branded steers at 14 1/2c, 1,400 Colorados at 14c, 3,500 light native cows at 11c, and 800 branded cows at 11c, all at 1/2c down.

In the absence of business to establish prices, hides are quoted on basis of last sales by big packers, these representing asking prices, with buyers not showing much interest at the moment.

Another disturbing feature to the market was a second offering of drought hides early in week through the State Emergency Welfare Relief Commission of Michigan. Bids were requested on 53,000 light native and branded cow hides and 46,000 Calfskins, now in storage at New York, Baltimore, Chicago and Omaha, bids to be opened at 10:00 a.m. E.S.T. Feb. 19th. The trade is awaiting news of these bids. However, some of the bids on the last offering of drought hides were considered too low and were declined.

OUTSIDE SMALL PACKER HIDES—Outside small packer all-weights quiet and dull; best bid at the moment appears to be 10c, selected, delivered Chicago, for natives, while holders have been asking 11c, and some quoting market around 10 1/2c, nom.

PACIFIC COAST—Last trading reported four weeks back was at 12 1/2c for steers and 10c for cows, flat, f.o.b. Los Angeles, with other points apparently not cleaned up to Dec. take-off.

FOREIGN WET SALTED HIDES

Trading has been slow in South American market, although stocks have been light. A few reject steers sold at close of last week at 83 pesos, equal to 13 1/2c, c.i.f. New York. A pack of 4,000 Uruguay frigorifico Nacional steers sold early in week equal to 14 1/2c, as against 14 1/2c previous week. Late this week, 4,000 Anglo steers sold to the States at 87 pesos, equal to 14 1/2c, with last comparable sale two weeks ago at 91 1/2 pesos or 14 1/2c.

COUNTRY HIDES—The small movement of light cows in packer market at a half-cent down automatically registered lower prices in country market, so far as buyers' ideas are concerned. This market also is most affected by recent offerings of drought slaughter hides, and very little activity has been reported recently. Untrimmed all-weights, 47-48-lb. av., could be sold at 8 1/2c, some quoting 8 1/2c@8 1/2c nom. Heavy steers and cows, trimmed, slow around 8 1/2c nom. Buff weights around 9c, nom., trimmed. Trimmed extremes appear to be top at 10c at the moment. Bulls 6 1/2c, nom.; glues 6@6 1/2c. All-weight branded around 7 1/2c, flat.

CALFSKINS—Packers moved their Dec. calfskins couple weeks back at 23c for northern point heavies 9 1/2-15-lb. and 23 1/2c for Detroit, Cleveland and Evansville heavies, 22c for River point heavies, and 21c last paid for lights under 9 1/2-lb. One packer early this week sold 2,500 Pittsburgh calf, dating Dec. into Jan., at 23 1/2c for heavies, 20 1/2c for lights, and kips included at 15c. Trading awaited to establish prices on packer Jan. calf in this market.

Chicago city calfskins are offered late this week at 18c for both 8/10 and 10/15-lb., or a cent under last sales previous week; some still ask 18 1/2c, but best bid 17 1/2c at the moment. Outside cities, 8/15-lb., quoted around 17 1/2c@17 1/2c; mixed cities and countries about 15 1/2c; straight countries 12 1/2c@13c. Chicago city light calf and deacons last sold at \$1.30, with \$1.15 best bid at the moment.

KIPSKINS—Last trading in packer Dec. kipskins was at 15c for northern natives, 14c for northern over-weights, and 12c for brands. Some Dec. kips still offered at these prices and unsold, although one packer included a few Pittsburgh kips this week at 15c in a sale with calf.

Car Chicago city kipskins sold at close of last week at 18c, and a car mid-week at 12 1/2c, or full cent down. Outside cities around 12c, nom.; mixed cities and countries about 11c; straight countries around 9 1/2c.

Two packers sold 16,000 Jan. regular

slunks late this week at \$1.05, steady price, with \$1.10 paid for couple small lots totaling 600 in another direction. Hairless selling at 35c each, with small ones 17 1/2c.

HORSEHIDES—Demand light for horsehides and good city renderers generally quoted around \$4.00, selected, with full manes and tails; mixed city and country lots around \$3.75, selected.

SHEEPSKINS—Dry pelts quoted around 18@18 1/2c, nom., for full wools. Packer shearlings are in very light supply at this season but demand has been less active recently; last confirmed sales were reported at \$1.25 for No. 1's, \$1.00 for No. 2's, and 65c for No. 3's or clips; offerings in a moderate way at these prices were unsold, although rumors of sales at \$1.10, 85c and 60c were generally denied. Small packer shearlings very scarce now and quotable around half-price. Pickled skins appear steady at \$6.25 per doz. last paid for big packer lambs. Packer lamb pelts quoted around \$3.00 per cwt. live lamb, or \$2.40@2.50 each. Outside small packer lambs range \$1.90@2.25 each for Jan.-Feb. take-off, with small ones out.

New York

PACKER HIDES—The New York market is about sold up to end of Jan., as reported previous week, at 15c for native and butt branded steers and 14 1/2c for Colorados. One packer still holds a car or so of Jan. steers.

CALFSKINS—Calfskins easier on sales of 30,000 collectors' calf early at \$1.25 for the 4-5's, \$1.50 for 5-7's \$2.00 for 7-9's and \$2.65 for 9-12's, generally 10c under previous week. Packers' calf quotable nominally around 10c over these figures.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Jan. 18:

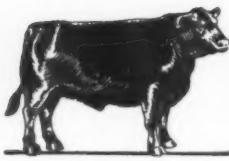
Week ending	New York	Boston	Phila.
Jan. 18, 1936	17,034	110	
Jan. 11, 1936	36,185		415
Jan. 4, 1936	32,172	8,000	3,891
Total 1936	85,301	9,110	4,306
Jan. 19, 1935	18,136		463
Jan. 12, 1935	31,064		
Same total '35	50,966		463
Total so far: 1936-98,807*			1935-51,429*

*Does not include imports at Norfolk.

CHICAGO HIDE MOVEMENT

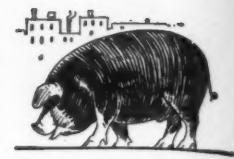
Receipts of hides at Chicago for the week ended January 25, 1936, were 4,985,000 lbs.; previous week, 4,129,000 lbs.; same week last year, 5,748,000 lbs.; from January 1 to January 25 this year, 16,591,000 lbs.; same period a year ago, 23,379,000 lbs.

Shipments of hides from Chicago for the week ended January 25, 1936, were 5,383,000 lbs.; previous week, 5,436,000 lbs.; same week last year, 7,850,000 lbs.; from January 1 to January 25 this year, 18,366,000 lbs.; same period a year ago, 33,018,000 lbs.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, January 30, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. lt. (140-160 lbs.) gd-ch.	\$0.60@10.00	\$9.50@10.00	\$9.10@ 9.00	\$9.50@ 9.85	\$9.25@ 9.65
Medium	9.25@ 9.70	9.10@ 9.85	.....	.....	.....
Lt. wt. (160-180 lbs.) gd-ch.	9.65@10.05	9.85@10.15	9.40@ 9.65	9.65@ 9.85	9.55@ 9.75
Medium	9.35@ 9.75	9.40@10.00	.....	.....	9.25@ 9.55
(180-200 lbs.) gd-ch.	9.70@10.10	10.00@10.15	9.60@ 9.70	9.70@ 9.85	9.55@ 9.75
Medium	9.35@ 9.85	9.60@10.00	.....	.....	9.25@ 9.55
Med. wt. (200-220 lbs.) gd-ch.	9.80@10.10	9.95@10.15	9.60@ 9.70	9.70@ 9.85	9.45@ 9.65
(220-250 lbs.) gd-ch.	9.80@10.10	9.75@10.10	9.55@ 9.65	9.70@ 9.85	9.35@ 9.60
Hvy. wt. (250-290 lbs.) gd-ch.	9.70@10.00	5.50@ 9.90	9.50@ 9.05	9.60@ 9.85	9.25@ 9.40
(290-350 lbs.) gd-ch.	9.60@ 9.90	9.35@ 9.60	9.40@ 9.60	9.45@ 9.70	9.00@ 9.30

PACKING SOWS:

(275-350 lbs.) good	9.20@ 9.40	8.65@ 8.90	8.60@ 8.65	8.65@ 8.90	8.45@ 8.55
(350-425 lbs.) good	9.00@ 9.35	8.50@ 8.85	8.60@ 8.65	8.50@ 8.75	8.40@ 8.45
(425-550 lbs.) good	8.85@ 9.25	8.40@ 8.75	8.50@ 8.65	8.25@ 8.60	8.40@ 8.45
(275-550 lbs.) medium	8.50@ 9.25	8.00@ 8.65	8.25@ 8.60	7.75@ 8.50	8.40@ 8.45

SLAUGHTER PIGS:

(100-140 lbs.) gd-ch.	9.40@ 9.85	8.50@ 9.60	8.75@ 9.25	9.25@ 9.75	9.35@ 9.65
Medium	8.35@ 9.65	8.00@ 9.50	8.35@ 9.10	8.50@ 9.25	.....

Av. cost & wt. Wed. (pigs ex.) \$10.02-236 lbs. \$9.98-215 lbs. \$9.62-238 lbs. \$9.74-211 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:

(550-900 lbs.) choice	10.50@12.50	9.75@12.00	9.50@11.75	9.50@11.50	9.50@11.75
Good	8.50@11.50	8.00@11.25	8.25@11.25	7.75@10.50	7.75@10.25
Medium	7.25@ 9.25	6.75@ 8.00	6.50@ 8.50	6.50@ 7.75	6.35@ 8.00
Common (plain)	5.50@ 7.25	5.25@ 6.75	5.25@ 6.75	5.25@ 6.50	5.00@ 6.50

STEERS:

(900-1100 lbs.) prime	.....	.....	.....	.....	.....
Choice	11.50@13.25	11.25@12.75	11.25@13.00	10.50@11.75	10.25@12.00
Good	9.25@12.00	8.00@11.75	8.50@11.75	7.75@10.75	8.00@10.50
Medium	7.25@ 9.25	6.75@ 8.25	6.75@ 8.50	6.50@ 8.00	6.50@ 8.25
Common (plain)	6.00@ 7.50	5.25@ 7.00	5.50@ 6.75	5.25@ 6.75	5.25@ 6.05

STEERS:

(1100-1300 lbs.) prime	.....	.....	.....	.....	.....
Choice	12.25@13.25	11.75@13.00	11.75@13.25	10.75@12.25	10.50@12.40
Good	9.25@12.25	8.25@11.75	8.50@11.75	8.00@11.00	8.25@10.75
Medium	7.75@ 9.25	7.00@ 8.50	6.75@ 8.50	6.75@ 8.50	6.65@ 8.25

STEERS:

(1300-1500 lbs.) prime	.....	.....	.....	.....	.....
Choice	12.25@13.50	11.75@13.00	11.75@13.25	.....	10.75@12.65
Good	9.25@12.25	8.50@11.75	8.50@11.75	8.50@11.00	8.25@10.75

HEIFERS:

(550-750 lbs.) choice	9.00@10.25	8.25@ 9.25	8.00@ 9.00	8.00@ 9.25	8.00@ 9.65
Good	7.50@ 9.00	7.50@ 8.25	7.00@ 8.00	6.75@ 8.25	6.85@ 8.15
Com. (plain)-med.	5.75@ 7.50	5.00@ 7.50	5.25@ 7.00	4.75@ 6.75	4.75@ 7.00

HEIFERS:

(750-900 lbs.) gd-ch.	7.50@11.00	.....	7.00@ 9.50	6.75@ 9.50	7.00@ 9.85
Com. (plain)-med.	5.75@ 7.50	.....	5.25@ 7.00	4.75@ 6.75	4.75@ 7.00

COWS:

Choice	5.75@ 6.75	5.75@ 6.75	5.50@ 6.50	5.50@ 6.50	5.35@ 6.25
Good	4.85@ 5.75	4.75@ 5.75	4.75@ 5.50	4.50@ 5.50	4.60@ 5.50
Com. (plain)	4.85@ 5.75	4.75@ 5.75	4.50@ 5.50	4.50@ 5.50	4.60@ 5.50
Low cut-cut	4.00@ 4.85	3.25@ 4.75	3.75@ 4.75	3.25@ 4.50	3.40@ 4.75

BULLS: (Yrs. Ex.)

Good (beef)	6.50@ 7.25	6.50@ 7.00	6.35@ 6.85	6.00@ 6.75	6.10@ 6.60
Cut-com. (plain)-med.	5.75@ 7.00	5.00@ 6.75	5.25@ 6.60	4.50@ 6.25	4.75@ 6.35

VEALERS:

Gd-ch.	9.50@12.00	11.00@12.25	9.00@10.50	9.00@11.50	8.75@11.00
Med.	7.00@ 9.50	9.50@11.00	7.00@ 9.00	6.50@ 9.00	6.75@ 9.00
Cul-com. (plain)	5.00@ 7.00	4.50@ 9.50	4.50@ 7.00	4.50@ 6.50	5.00@ 7.00

CALVES:

(250-500 lbs.) gd-ch.	7.00@10.00	7.00@ 9.50	6.00@ 9.00	6.50@ 8.25	7.00@ 9.50
Com. (plain)-med.	4.50@ 7.00	4.50@ 7.00	4.25@ 6.00	4.00@ 6.75	4.50@ 7.00

Slaughter, Sheep and Lambs:

LAMBS: (Wooled)	.....	.....	.....	.....	.....
Choice	10.35@10.60	10.60@11.00	10.00@10.25	10.25@10.60	10.00@10.35
Good	9.60@10.50	10.00@10.75	9.25@10.00	9.75@10.25	9.50@10.00
Medium	9.15@ 9.75	9.35@10.15	8.75@ 9.25	8.75@ 9.75	8.50@ 9.50
Common	8.75@ 9.25	7.50@ 9.50	8.25@ 8.75	7.75@ 8.75	7.75@ 8.50

YEARLING WETHERS (Wooled)

Gd-ch.	8.85@ 9.75	8.50@ 9.50	8.00@ 9.25	8.25@ 9.00	8.00@ 9.25
Medium	7.75@ 9.00	7.00@ 8.50	7.00@ 8.00	7.00@ 8.25	7.00@ 8.00

EWES: (Wooled)

Gd-ch.	3.85@ 4.75	3.75@ 4.75	4.00@ 4.75	4.25@ 4.85	4.00@ 4.75
Com-med.	3.25@ 4.00	2.75@ 4.00	2.75@ 4.00	2.50@ 4.25	3.00@ 4.25

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Jan. 30, 1936.—Trading in hogs at 22 concentration points and 9 packing plants in Iowa and Minnesota was fairly active during the week. Prices were 5@10¢ lower, spots 20¢ lower. Good to choice 180- to 250-lb. truck hogs, \$9.30@9.55, some to \$9.65; railed consignments, \$9.80, few \$9.85; 250 to 290 lbs. off truck, \$9.15@9.50; 290 to 350 lbs., \$8.90@9.35; better 160 to 180 lbs., \$9.10@9.40; light lights, \$8.70@9.25; light weight sows, \$8.35@8.60, rails to \$8.80 or slightly higher; heavy and medium weights, \$7.95@8.50.

CANADIAN LIVESTOCK PRICES

SELECT BACON HOGS

	Week ended	Jan. 23.	Last week	Same week,
Toronto	\$ 6.50	\$ 6.75	\$ 6.35	\$ 6.35
Montreal	6.50	6.25	6.15	6.15
Winnipeg	5.75	6.00	4.75	4.75
Calgary	5.50	5.50	5.00	5.00
Edmonton	5.25	5.50	4.75	4.75
Prince Albert	3.00	4.25	3.00	3.00
Moose Jaw	6.50	5.50	5.00	5.00
Saskatoon	5.50	6.00	5.50	5.50

BUYING HOGS

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's newest book, be a good investment for you?

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER.

CATTLE.

	Week ended Jan. 25.	Cor. week.	
Chicago	24,952	30,231	34,383
Kansas City	19,801	21,556	20,833
Omaha	18,301	20,832	18,326
East St. Louis	21,251	23,210	12,512
St. Joseph	7,519	7,596	6,850
Saint Paul	10,524	11,518	7,881
Wichita	3,865	4,133	2,918
Ft. Worth	8,539	9,554	10,905
Philadelphia	9,018	2,174	2,008
Indianapolis	2,477	2,455	2,296
New York & Jersey City	7,457	8,464	5,082
Oklahoma City	7,160	12,684	7,903
Cincinnati	3,412	3,636	2,760
Denver	1,035	4,556	8,317
St. Paul	9,657	10,644	9,464
Milwaukee	1,618	3,203	4,448
Total	140,239	176,566	148,320

HOGS.

	79,026	144,647	94,280
Chicago	44,543	43,391	39,839
Kansas City	31,858	32,111	25,041
Omaha	52,934	67,594	56,519
East St. Louis	18,144	18,144	19,088
St. Joseph	20,985	20,568	20,196
Sioux City	4,905	4,944	4,339
Wichita	9,812	9,615	—
Ft. Worth	13,964	16,401	15,611
Philadelphia	14,739	25,043	10,863
Indianapolis	38,906	43,919	40,834
New York & Jersey City	7,372	8,439	5,703
Oklahoma City	11,882	11,018	11,026
Cincinnati	7,180	7,531	5,995
Denver	22,836	88,905	16,188
St. Paul	7,063	17,873	6,030
Total	391,149	518,943	351,792

SHEEP.

	52,512	41,371	51,176
Chicago	19,673	19,911	23,490
Kansas City	27,900	26,406	18,528
Omaha	8,041	8,836	6,886
East St. Louis	20,114	20,677	15,746
St. Joseph	25,852	23,165	22,478
Sioux City	5,412	4,716	1,881
Wichita	4,178	4,573	—
Ft. Worth	4,837	4,035	4,888
Philadelphia	2,794	3,382	3,477
Indianapolis	2,524	1,507	1,998
New York & Jersey City	6,071	6,040	56,237
Oklahoma City	3,062	2,977	1,395
Cincinnati	4,003	4,688	3,265
Denver	10,903	14,737	7,850
St. Paul	2,076	2,318	924
Total	269,854	249,609	219,939

U. S. INSPECTED HOG KILL

Kill at 8 points week ended Jan. 24, 1936:

	Week ended Jan. 24.	Cor. week.
Chicago	79,026	144,647
Kansas City, Kans.	44,543	43,391
Omaha	31,858	31,201
St. Louis & East St. Louis	52,934	67,594
Sioux City	25,985	28,568
St. Joseph	18,435	18,944
St. Paul	22,836	38,905
N. Y., Newark and J. C. C.	38,788	45,753
Total	314,405	419,006

RECEIPTS AT CHIEF CENTERS

Week ended Jan. 25, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 25.	193,000	347,000	267,000
Previous week	226,000	458,000	272,000
1935	192,000	386,000	284,000
1934	198,000	762,000	290,000
1933	169,000	624,000	337,000

At 11 markets:

At 11 markets:	Hogs.
Week ended Jan. 25.	302,000
Previous week	383,000
1935	325,000
1934	681,000
1933	528,000
1932	754,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 25.	132,000	258,000	198,000
Previous week	155,000	332,000	191,000
1935	139,000	289,000	196,000
1934	154,000	585,000	211,000
1933	128,000	467,000	235,000
1932	127,000	694,000	298,000

NEW YORK LIVESTOCK

Receipts week ended Jan. 25, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,115	6,603	5,395	27,338
Central Union	1,755	953	—	10,189
New York	118	3,028	14,145	13,405
Total	4,088	10,584	19,540	50,902
Previous week	6,213	16,252	20,440	52,920
Two weeks ago	7,197	13,168	22,023	49,288

PACIFIC COAST LIVESTOCK

Receipts five days ended Jan. 24, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,595	1,770	746	1,468
San Francisco	1,940	80	2,000	3,100
Portland	3,375	270	2,725	3,400
DIRECTS—Los Angeles: Cattle, 70 cars; hogs, 76 cars; sheep, 88 cars. San Francisco: Cattle, 360 head; calves, 45 head; hogs, 2,400 head; sheep, 4,000 head.				

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

NEW YORK PHILA. BOSTON.

Week ending Jan. 25, 1936	9,589	2,263	2,407
Week previous	8,415	2,602	2,555
Same week year ago	8,132	1,830	2,155
Week ending Jan. 25, 1936	2,331 1/2	1,328	2,135
Week previous	1,619	1,826	2,269
Same week year ago	1,414	1,109	1,673
Week ending Jan. 25, 1936	252 1/2	327	10
Week previous	294 1/2	339	17
Same week year ago	358	324	2
Week ending Jan. 25, 1936	10,790	2,156	591
Week previous	10,768 1/2	2,068	745
Same week year ago	9,828	1,435	533
Week ending Jan. 25, 1936	29,352	9,172	15,926
Week previous	31,020	10,980	16,464
Same week year ago	34,302	10,947	15,943
Week ending Jan. 25, 1936	5,939	2,406	1,087
Week previous	4,266	2,154	991
Same week year ago	1,797	622	566
Week ending Jan. 25, 1936	2,337,197	547,719	378,878
Week previous	2,131,711	474,627	449,180
Same week year ago	2,321,326	377,405	253,220
Week ending Jan. 25, 1936	316,204	.....	.....
Week previous	448,173	.....	.....
Same week year ago	697,609	.....	.....

LOCAL SLAUGHTERS.

Week ending Jan. 25, 1936	7,457	1,916	.....
Week previous	8,404	2,174	.....
Same week year ago	8,692	2,068	.....
Week ending Jan. 25, 1936	13,244	2,267	.....
Week previous	15,532	2,022	.....

Same week year ago	14,965	2,852	.....
Week ending Jan. 25, 1936	38,606	13,964	.....
Week previous	43,919	16,401	.....
Same week year ago	40,834	15,611	.....
Week ending Jan. 25, 1936	67,171	4,837	.....

Week previous	68,340	4,035	.....
Same week year ago	56,237	4,888	.....

The flavor, quality and appearance of your pork sausage is better preserved in Bemis Parchment Lined Bags.

BEMIS BRO. BAG CO.
420 Poplar St., St. Louis, Mo.
5102 Second Avenue, Brooklyn, N.Y.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 25, 1936, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,716	2,765	9,489
Swift & Co.	4,632	2,259	14,569
Morris & Co.	1,530	...	4,551
Wilson & Co.	3,695	1,624	12,208
Anglo-Amer. Pkg. Co.	1,677	...	...
G. H. Hammond Co.	2,236	...	...
Shippers	8,159	15,821	14,583
Others	8,126	20,170	8,881
Brennan Packing Co., 3,827 hogs; Western Packing Co., Inc., 1,453 hogs; Agar Packing Co., 4,945 hogs.			
Total: 33,111 cattle; 3,807 calves; 52,464 hogs; 64,281 sheep.			
Not including 144 cattle, 884 calves, 26,114 hogs and 2,814 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,955	832	3,666	3,378
Cudahy Pkg. Co.	2,057	1,088	5,030	...
Morris & Co.	1,515	426	2,673	...
Swift & Co.	2,251	960	6,634	3,562
Wilson & Co.	2,948	935	2,427	3,000
Kornblum & Son	700	...	...	...
Independent Pkg. Co.	...	108	...	...
Others	3,630	264	5,535	2,021
Total	15,296	4,505	20,364	19,673
Not including 34,975 hogs bought direct.				

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	4,937	9,548	6,778
Cudahy Pkg. Co.	4,539	7,342	9,174
Dold Pkg. Co.	807	5,510	...
Morris & Co.	1,628	118	2,782
Swift & Co.	5,298	4,502	8,622
Others	...	17,600	...
Eagle Pkg. Co., 21 cattle; Geo. Hoffman Pkg. Co., 48 cattle; Grt. Omaha Pkg. Co., 50 cattle; Lewis Pkg. Co., 491 cattle; Omaha Pkg. Co., 75 cattle; J. Roth & Sons, 40 cattle; So. Omaha Pkg. Co., 82 cattle; Lincoln Pkg. Co., 345 cattle.			
Not including 704 sheep received direct by packers through stockyards			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,971	2,936	2,859	3,611
Swift & Co.	4,051	2,417	3,680	3,141
Morris & Co.	1,667	1,058	626	...
Hunter Pkg. Co.	1,930	881	2,784	716
Levi Pkg. Co.	...	2,536	...	...
Laclede Pkg. Co.	...	1,117	...	...
Shippers	3,258	5,183	31,429	2,104
Others	3,314	26	18,326	573
Total	17,191	12,501	65,091	10,145
Not including 1,511 cattle, 2,328 calves, 48,464 hogs and 1,353 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,640	618	9,162	13,611
Armour and Co.	3,125	656	8,060	6,503
Others	1,552	15	5,090	428

Total	7,317	1,289	22,342	20,542
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SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,394	199	9,392	8,978
Armour and Co.	3,601	158	9,633	9,065
Swift & Co.	2,743	197	4,804	7,779
Shippers	3,090	25	4,373	4,393
Others	216	16	43	108
Total	18,044	595	28,245	30,323

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,914	1,567	6,079	7,845
Cudahy Pkg. Co.	731	476	569	...
Swift & Co.	4,110	2,135	9,926	11,489
United Pkg. Co.	1,423	188	...	...
Others	581	66	3,727	459
Total	10,233	5,052	19,732	20,342

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	917	3,164	7,009	1,949
Armour & Co. Mill.	351	1,540	...	...
R. Gump & Co.	39	52	20	6
Shippers	52	16	...	...
Others	261	349	48	147
Total	1,640	5,069	7,077	2,106

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,937	901	2,156	5,399
Jacob Dold Pkg. Co.	536	67	1,356	15
Wichita D. B. Co.	22	...	...	...
Dunn-Ostertag	69	...	...	...
F. W. Dold & Son	140	...	303	1
Sunflower Pkg. Co.	65	...	108	...
Sowest Beef Co.	38	...	...	...
Total	2,807	1,058	4,123	5,412
Not including 782 hogs bought direct.				

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,504	1,254	3,344	1,179
Wilson & Co.	1,724	1,370	3,358	1,140
Others	242	33	478	5

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Total	4,470	2,657	7,180	2,324
Not including 33 cattle and 192 hogs bought direct.				
ARMOUR AND CO.	818	169	4,253	16,082
Swift & Co.	750	86	3,839	8,065
Others	1,886	222	2,167	11,127
Total	2,954	477	10,259	35,284

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,232	1,242	4,440	2,131
Bluebonnet Pkg. Co.	90	10	176	1
Rosenthal Pkg. Co.	25	20	96	1
Others	174	13	434	...
Total	8,536	4,658	9,812	4,178

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son	17	...	166	...
Indemnity Pkg. Co.	82	12	468	...
Lohrey Pkg. Co.	886	256	3,575	73
H. H. Meyer Pkg. Co.	13	1	29	...
J. Schlachter & Son	157	117	2,563	46
J. & F. Schrot Pkg. Co.	20	...	2,765	...
J. F. Stegner & Co.	288	267	...	...
Shippers	286	...	1,521	...
Others	1,351	647	242	270
Total	3,084	1,316	11,413	555
Not including 453 cattle, 76 calves, 1,828 hogs and 3,085 sheep bought direct.				

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,004	348	8,002	2,395
Armour and Co.	2,000	79	1,796	99
Hilgemeyer Bros.	5	...	1,022	...
Stumpf Bros.	...	95	...	...
McPherson Co.	2	3	14	...
Indiana Prov. Co.	13	27	148	6
Schussler Pkg. Co.	10	...	65	...
Maass Hartman Pkg. Co.	53	...	18	...
Art Wabnitz	20	89	...	18
Shippers	1,802	1,049	9,929	5,321
Others	391	31	124	3
Total	5,350	1,628	21,345	7,542

RECAPITULATION.

CATTLE.

	Week ended	Prev. week.
Chicago	33,111	40,601
Kansas City	15,296	16,090
Omaha	18,320	18,356
East St. Louis	17,191	18,300
St. Joseph	7,317	6,493
Sioux City	13,044	13,423
Oklahoma City	4,470	7,979
Wichita	2,807	2,890
Denver	2,954	4,203
St. Paul	10,238	11,646
Milwaukee	1,010	3,431
Indianapolis	5,350	6,030
Cincinnati	3,084	3,518
Fort Worth	8,536	9,554
Total	143,358	163,694

HOGS.

	Week ended	Prev. week.
Chicago	52,464	76,204
Kansas City	20,364	19,733
Omaha	44,620	49,933
East St. Louis	65,091	69,694
St. Joseph	22,342	20,124
Sioux City	28,245	30,304
Oklahoma City	7,180	8,253
Wichita	4,123	4,085
Denver	10,250	7,560
St. Paul	17,732	31,857
Milwaukee	1,017	17,631
Indianapolis	21,445	26,390
Cincinnati	11,413	13,166
Fort Worth	9,812	9,615
Total	324,067	384,159

SHEEP.

	Week ended	Prev. week.

HOG EXPORTS WORRY CANADA

Government control over the export of Canadian hogs to the United States has been suggested by Canadian interests wishing to assure an adequate supply of stock to provide bacon and ham for shipment to the United Kingdom. It is pointed out that the British market has been built up at the expense of much effort while marketing opportunities on hogs in the United States are likely to vary sharply. Canada, it is argued, could not afford even temporarily to cease participation in the United Kingdom market.

Higher pork prices in the United States have permitted importations from Canada over the tariff barrier.

POULTRY MARKET REGULATION

Chicago and Boston have been designated as live-poultry markets subject to federal supervision under the packers and stockyards act, according to a recent announcement by the U. S. Department of Agriculture. Live poultry dealers and handlers in these cities will be required to hold licenses from the secretary of agriculture. The Boston order will be effective on February 26; the Chicago order on March 4.

MEAT INSPECTION CHIEF DIES

Dr. Adolph J. Pistor, chief of the meat inspection division of the U. S. Bureau of Animal Industry, died January 25 of pulmonary embolism following an operation. He had been ill only a few weeks. Dr. Pistor was widely known for his achievements in the veterinary profession and also for his sponsorship of the merit system as it concerned the meat-inspection service and personnel of the bureau. He was 59 years old.

Dr. Pistor was born July 7, 1876, in Newark, N. J. He attended private and high schools at Newark and the American Veterinary College at New York City, receiving the degree of doctor of veterinary surgery. He continued his veterinary studies at Dresden University in Germany.

DECEMBER FRESH MEAT PRICES COMPARED

New York

Wholesale fresh meat prices for December, 1935, with comparisons:

	Dec., 1935.	Nov., 1935.	Dec., 1934.
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BEEF.			
Steer—			
300-500 lbs., Choice	\$17.06	\$16.86	\$13.60
Good	14.89	14.91	11.97
Medium	12.29	11.93	9.49
Common	10.75	9.95	7.59
500-600 lbs., Choice	17.40	17.04	13.00
Good	15.05	14.96	11.97
Medium	12.39	11.97	9.52
Common	10.75	9.95	7.60
600-700 lbs., Choice	17.69	17.21	13.64
Good	15.26	15.05	12.00
Medium	12.58	12.35	9.52
700 lbs. up, Choice	17.00	17.40	12.50
Good	15.71	15.19	12.18
Cow—			
Choice	11.80	10.88	8.64
Good	10.66	9.80	7.57
Medium	9.76	8.90	6.32

VEAL AND CALF CARCASSES.¹

Veal—	Choice	17.34	17.29	12.28
Good	15.77	15.42	10.44	
Medium	13.67	13.42	8.90	
Common	11.34	11.71	7.86	
Calf—	Good	13.86	13.62	8.89
Medium	11.99	11.51	7.90	
Common	10.12	9.98	7.06	

¹Skin on at New York.

LAMB AND MUTTON.

Lamb—	38 lbs. down, Choice	19.04	18.22	15.28
Good	18.02	17.46	14.34	
Medium	17.74	16.47	13.49	
Common	16.83	16.07	12.60	
39-45 lbs., Choice	19.60	18.16	14.80	
Good	18.72	17.44	13.93	
Medium	17.79	16.47	13.12	
46-55 lbs., Choice	18.79	17.58	13.85	
Good	18.16	16.79	13.06	

Mutton (ewe) 70 lbs. down:

Good	8.02	9.44	8.46
Medium	7.98	8.22	7.48

FRESH PORK.

Hams, 10-14 lbs. av.....	23.12	21.56	15.60
Loin, 8-10 lbs. av.....	21.52	23.04	14.14
10-12 lbs. av.....	20.96	22.86	14.14
12-15 lbs. av.....	19.76	21.46	13.34
16-22 lbs. av.....	18.53	19.65	12.50

Shoulders, Y. style,
skinned, 8-12 lbs. av.....

Butts, Boston style,
4-8 lbs. av.....

Spareribs, half sheet.....

70 lbs. down:

Good	9.50	9.22	7.60
Medium	8.50	8.22	6.60
Common	7.50	7.22	5.60

Chicago

Wholesale fresh meat prices for December, 1935, with comparisons:

	Dec., 1935.	Nov., 1935.	Dec., 1934.
--	----------------	----------------	----------------

BEEF.			
Steer—			
300-500 lbs., Choice	\$16.75	\$16.69	\$12.61
Good	14.48	14.42	11.12
Medium	12.02	11.30	8.44
Common	10.54	9.30	6.64
500-600 lbs., Choice	16.80	16.69	12.87
Good	14.45	14.42	11.12
Medium	12.02	11.30	8.41
Common	10.51	9.10	6.64
600-700 lbs., Choice	16.90	16.69	12.90
Good	14.75	14.56	11.22
Medium	12.15	12.04	9.17
700 lbs. up, Choice	17.39	16.94	13.02
Good	15.24	14.75	11.38
Cow—			
Choice	10.86	9.78	7.60
Good	9.78	8.96	6.60
Medium	9.12	8.40	5.80

VEAL AND CALF CARCASSES. ¹			
Veal—	Choice	15.88	15.22
Good	14.88	14.22	9.26
Medium	13.54	13.22	8.10
Common	11.95	12.21	6.80
Calf—	Good	13.38	12.25
Medium	11.95	11.00	6.87
Common	10.52	9.98	5.80

¹Skin on at Chicago.

LAMB AND MUTTON.

Lamb—	38 lbs. down, Choice	18.31	17.25	14.31
Good	17.56	16.40	13.26	
Medium	16.50	15.30	12.29	
Common	15.70	14.72	11.22	
39-45 lbs., Choice	18.31	17.25	14.31	
Good	17.56	16.40	13.28	
Medium	16.56	15.50	12.28	
46-55 lbs., Choice	17.72	16.39	12.58	
Good	16.94	15.74	11.64	

Mutton (ewe) 70 lbs. down:

Good	9.50	9.22	7.60
Medium	8.50	8.22	6.60
Common	7.50	7.22	5.60

FRESH PORK.

Hams, 10-14 lbs. av.....	20.07	19.21	14.35
Loins, 8-10 lbs. av.....	20.08	20.55	13.34
10-12 lbs. av.....	20.08	21.43	13.34
12-15 lbs. av.....	19.39	20.20	12.59
16-22 lbs. av.....	17.96	18.46	11.85

Shoulders, N. Y. style,
skinned, 8-12 lbs. av.....

Butts, Boston style,
4-8 lbs. av.....

Spareribs, half sheet.....

70 lbs. down:

Good	16.02	10.40	
Medium	16.11	16.02	
Common	15.63	16.29	8.42

OFFICES

Detroit, Mich.	
Cincinnati, Ohio	
Dayton, Ohio	
Omaha, Neb.	
Indianapolis, Ind.	
La Fayette, Ind.	
Louisville, Ky.	
Nashville, Tenn.	
Sioux City, Iowa	
Montgomery, Ala.	

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The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.



the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE-HOLE REVERSIBLE PLATES.
The Specialty Mfrs. Sales Co., 2021 Grace St., Chicago, Ill.



Always in Tune!

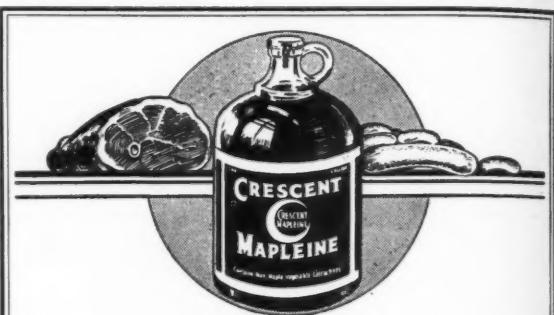
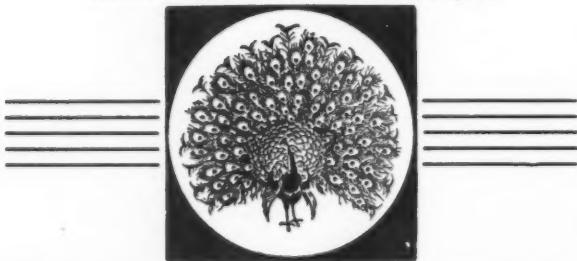
Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage. That's why sausage manufacturers on the Stange bandwagon lead the industry in profits!

Ask for samples!

LIST OF PRODUCTS

Dry Essence of Natural Spices — Individual or blended	Premier Curing Salt Baysteen Sani Close
Peacock Brand Certified Casing Colors	Meat Branding Inks—Violet and Brown

WM. J. STANGE CO.
2536-40 W. MONROE ST., CHICAGO
Western Branch, 923 E. 3rd St., Los Angeles



MAPLEINE

strengthens and makes more permanent the rich natural flavors of ham and sausage. Try it in your own formulas.

•CRESCENT MANUFACTURING COMPANY

130PR North Wells Street, Chicago, Illinois
654PR Dearborn Street, Seattle, Washington

Oppenheimer Casing Co.

Importers **SAUSAGE CASINGS** *Exporters*
CHICAGO, U. S. A.

New York, London, Hamburg, Sydney, Toronto, Wellington, Buenos Aires, Tientsin

ves
S
garding
PLATES.
yo. Ill.

Up and down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Feb. 1, 1896.)

L. W. Fletcher, of Coffin, Fletcher & Co., Indianapolis, founded in 1840, said to be one of the oldest living pork packers, said the lowest price he remembered for hogs was during the Civil War, when he killed 3,500 hogs costing \$2.40 live weight.

New buildings at Wallabout Market, Brooklyn, were completed and butchers and produce dealers moved in, abandoning unsightly shanties they formerly occupied.

Wolf, Sayer & Heller were awarded contract for fitting up meat department in new store of Siegel, Cooper & Co. New York City, which was expected to surpass any butcher shop in the country in elegance of appointments, including largest meat cooler ever constructed for the retail trade.

Cincinnati Beef Co. became the property of the Swift Provision Co., Chicago.

John B. Sherman, Chicago Union Stock Yards Co., left for a trip to the Mediterranean.

John W. Hall, the Anglo-American Co. refiner, returned to Chicago to stay, the Eastern refinery being closed.

Tenth annual ball of employees of Rohe & Bro., well-known New York packers, was graced by the presence of Florian, Charles, Julius, Albert and Oswald Rohe, and Max von Rohe of Germany.

Meat Packing 25 Years Ago

(From The National Provisioner, Feb. 4, 1911.)

Chicago packers slaughtered 500,700 hogs during January and 480,800 in December. Average weight of hogs in January was 226 lbs. and in December 224 lbs.

A square deal for oleomargarine and for the consumer was advocated by the Pittsburgh, Pa., chamber of commerce, with the reduction of the federal tax to 2c per pound and revision of the Pennsylvania laws for the same purpose.

Office staff of Morris & Co. moved into their new quarters in Oklahoma City's packingtown this week.

Armour and Company opened their new branch house at Westboro, Mass., on Jan. 30.

Cold storage bills introduced in a number of state legislatures were designed to limit the storage of food products to six months.

Hogs on farms in the United States in 1910 were estimated at 47,782,000 head.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,960 cattle, 4,726 calves, 39,384 hogs and 35,968 sheep.

R. A. Rath, vice president, Rath Packing Co., Waterloo, Ia., was a visitor in Chicago this week.

C. E. Gross, John Morrell & Co., Ottumwa, Ia., visited in Chicago during the week.

R. C. Pollock, general manager, National Live Stock and Meat Board, was in East St. Louis, Ill., this week.

F. H. Glynn, president of the Welsh Packing Co., Springfield, Mo., and G. H. Nash, vice president, Cleveland Provision Co., Cleveland, O., were visitors in Chicago this week.

Max O. Cullen, National Live Stock

and Meat Board, appeared before the meeting of the Southeast Colorado Stock Growers Association at Lamar, Colo., this week.

George M. Hecht, well known to packers and sausage manufacturers in the central west, has become Midwest representative of Brand Bros., Inc., old-time casing dealers with headquarters in New York City. Mr. Hecht will have general charge of the company's business in this territory, with headquarters in Chicago. With this arrangement, he returns to the com-

pany with which he was associated some years ago.

James Stirling, manager of branch wholesale markets of Armour & Company, died suddenly on January 25, at his home in Chicago, at the age of 65 years. He had been associated with the industry for 40 years, nearly 30 of which were spent with Morris & Co. and the remainder with Armour. Surviving are two sons, one of whom,



MOVING TABLE SPEEDS UP BELLY GRADING.

A spiral chute of stainless steel is used in the plant of Geo. A. Hormel & Co., Austin, Minn., to transport bellies from the new cutting room to the belly grading room two floors below. The bellies are carried past expert graders, scalers and sorters, who classify them according to weight and quality into the various grades.

1 2

WE ALL WARM TO THE SIGHT OF AN OLD FRIEND

HE has stood the test of time. To us, he is a symbol of all those fine qualities we like best... We like to think that this is true, also, of our Circle U Brand Dry Sausage. It, too, has stood time's test, and won its friends... not in a few weeks... or a few months... but in more than 50 years.

- There is a variety for every taste... for every nationality. A complete line. Shown here are:
- 1. Salami ● 2. Thuringer
- 4. Cooked Salami in artificial casing ● 5. Pepperoni

OMAHA PACKING COMPANY :: CHICAGO

20871

Heekin Cans

● ATTRACTIVE, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful... more attractive for the purchaser. Write for information.

The Heekin Can Co.
Cincinnati, Ohio



PACKINGHOUSE TUBS

Hot galvanized after fabrication. Made in six sizes, ranging in capacity from 50 to 175 pounds. Write for our catalog No. 12, giving complete information.

DUBUQUE STEEL PRODUCTS CO. Dubuque, Iowa

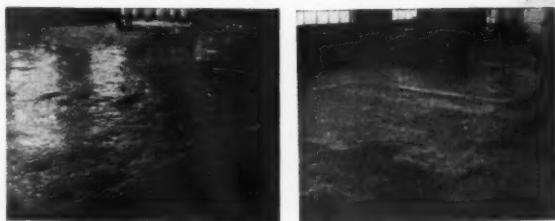
Trimming Tube
Sausage Tubs
Packinghouse Buckets
Sausage Boxes and Dollies
Sausage Trucks
Delivery Baskets
Monel Metal Pans
Steel Drums
Offal Racks and Trays
Meat Trucks
Offal Trees

BROKEN CEMENT FLOORS

Repaired BETTER than the original surface

Be done with floor trouble. Patch your broken cement floors with CLEVE-O-CEMENT, the entirely new kind of floor patching material. CLEVE-O-CEMENT applied to a depth of only one inch, guaranteed to bond perfectly to old concrete. Dries hard as flint overnight. Stronger in 24 hours than ordinary concrete in 28 days. Waterproof, acid resisting, unaffected by freezing temperatures. The only patching material that stands up on cooling room floors. Write for bulletin.

THE MIDLAND PAINT & VARNISH CO.
1322 Marquette Ave. Cleveland, Ohio



CLEVE-O-CEMENT

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange
and Philadelphia Commercial Exchange*

Keith H., is associated with Armour and Company at Pontiac, Mich. Funeral services were held on January 28, with interment in Chicago.

Martin F. Austin, of W. R. Grace & Co. New York, well known in the local trade as the result of his service in this territory during the war period, called on his old friends in Chicago recently.

Geo. H. Elliott Co., Chicago hide broker, have moved from their old location in room 902 to room 1812 at 130 N. Wells st., retaining Franklin 2260 as a telephone number.

WILL TAKE LIFE EASIER

Sam Stretch, who for 43 years has called on packers and sausage manufacturers in the interest of spices, stopped in Chicago this week on his farewell tour of the trade. On his return to New York, he will discontinue his road activities but will continue at his desk in the Van Loan Company a part of each day.

Coming to the spice business after 20 years with the Butterick Company, selling patterns, with headquarters in London, and supervising sales organizations throughout the British Empire, Mr. Stretch knew nothing of spices. However, he did know selling and merchandising methods. At that time about 90 per cent of those engaged in the sausage

industry were Germans so he learned the German names of the various spices and a few other phrases that would help him sell his wares. He found the spice business "much more interesting than the paper pattern business."

So successful was he in his undertaking that the firm which was first J. Plaut became Plaut & Stretch, then S. Stretch & Co., and approximately 27 years ago he consolidated with the Van Loan Company.

Mr. Stretch feels that great harm has been done the sausage business through the manufacture of cheap product, with the desire to make money rather than to please the customer. He believes there is a great future for the trade if it will make the very best product possible within the price range at which it must sell, as "there is nothing so good as good sausage." It's the "penny clippers" who make the trouble in the trade, he says. He is looking forward to the calls of his many friends when they are in New York, and they will find him at his office "any morning."

COUNTRYWIDE NEWS NOTES

L. L. Duncan, who has been connected with the packing industry for a number

of years, has been appointed general superintendent of the Krey Packing Co., St. Louis, Mo. Mr. Duncan was formerly in charge of the by-products department.

At a recent meeting of the board of directors of the Ulmer Packing Co., Pottsville, Pa., Louis F. Ulmer was elected chairman of the board; Julian F. Ulmer, president; Louis N. Ulmer, secretary, Joseph S. Rettig, treasurer.

The general offices of Republic Steel Corp. have been moved from Youngstown, O., to Cleveland. The offices will occupy floors 13 to 16 inclusive in the Republic bldg. Sales offices of the alloy steel division will remain at Massillon, O.

J. M. Staples will be responsible for the Westinghouse Electric & Manufacturing Company's activities in the meat packing industry, according to a recent announcement by Bernard Lester, assistant sales manager.

Wilson & Bennett Mfg. Co. announce the promotion of Harry F. Lepan to general sales manager, in charge of all sales activities in the company's thirty-three offices, and Ira Flatt, general factory manager, in charge of all production and personnel matters. Both men have been associated with the company for more than 14 years.

W. B. Briggs and T. W. Montgomery, both with former packer connections, have joined with Roy Wickham and W. F. Wickham in the formation of the Wickham Packing Co., Inc., at Bristow, Okla. They have leased the Wickham plant at Bristow, will slaughter all classes of livestock and make a full line of manufactured product. The company's sales will be in charge of Messrs. Briggs and Montgomery; plant management will be under the direction of Roy Wickham, and W. F. Wickham will be the livestock buyer.

Notice has been given all hourly employees of the Houston Packing Company that they will be given a 10 per cent increase of pay, retroactive to January 17, 1936, it is announced by G. L. Childress, general manager. "This 10 per cent increase brings our wage scale above the 1929 level," Mr. Childress said. "On January 4, of this year, we entered our thirty-ninth year of business with the greatest number of employees in the history of our organization. We believe that well-paid employees are not only an asset to us, but likewise to our city and state."

NEW YORK NEWS NOTES

Marshal Wiedel, legal department, Wilson & Co., Chicago, was a visitor to New York last week. A. E. Nelson, district manager, Wilson & Co., New York, spent a few days in Chicago last week attending meetings of the various district managers of the company.

Harry Meyer, selected meats department, New York Butchers Dressed Meat

Company, is motoring to St. Petersburg, Fla., where he will spend a month.

Superintendent L. F. Gerber, Cudahy Packing Co., Jersey City plant, and Mrs. Gerber sailed January 23 on a Panama-Pacific cruise. They will visit their daughter who is now living in Panama City and will return to New Jersey the latter part of February.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended January 25, 1936, were as follows: Meat—Brooklyn, 1,011 lbs.; Manhattan, 13 lbs.; total, 1,024 lbs. Fish—Manhattan, 50 lbs. Poultry—Brooklyn, 4 lbs.; Bronx, 10 lbs.; total, 14 lbs.

Under the sponsorship of Illinois Meat Co., manufacturers of Broadcast brand meat foods, radio station WOR has made an appeal for toys for needy children. The response has been most gratifying, according to John B. Gambling, the announcer, and more than 4,000 toys have been distributed to various organizations.

FUTURE PACKER LEADERS

While Arthur Zitron was still in school he was learning his father's packing business. He worked in the plant during vacations and week-ends, and learned the detail of every department. He graduated from Carroll College in 1934 and entered the sales department, of which he is now manager. Zitron Bros., Milwaukee, operate their own slaughtering plant and are famous for their pork products, corned beef and dried beef. They do a big wholesale meat business and are active leaders in the Milwaukee trade.



UP THROUGH THE PLANT.

Arthur Zitron, sales manager, Zitron Bros., Milwaukee, Wis., worked up through the plant to his present executive position. He watches the markets like a hawk, and is seen here studying THE NATIONAL PROVISIONER DAILY MARKET SERVICE.



For the Retail Meat Dealer



SELL SAUSAGE *Throughout THE YEAR*

● Consistent Sales Efforts Build Profitable Year Round Volume

HOLD those sausage gains!

Retailers who keep their sausage sales at a high level throughout the winter enjoy extra profits and don't have to make a long hard climb to good volume when everyone else is seeking it during the summer months.

Many meat dealers slacken their efforts to sell sausage with the approach of cold weather. The aggressive retailer can secure the potential sausage customers that others neglect and retain them during the summer months ahead.

Retailers consider pork sausage the backbone of their winter sausage business but even a backbone sometimes needs strengthening. The natural growth of pork sausage sales during this season can be increased by advertising, display and suggestive selling.

Display Sells Pork Sausage

One successful retailer devotes an extra section of his case to pork sausage display. He carries a number of types—linked, patties and smoked—in cartons, manufactured casings or Cello-

phane. He buys in small quantities so that his stock moves rapidly and is always fresh.

This retailer considers variety very important, declaring, "I find many customers have never eaten smoked pork sausage. It soon becomes a favorite with them. I also recommend it to those who want a change from the fresh type."

Another meat dealer uses related display to increase pork sausage sales. Housewives can't resist the suggestion in a display of "wheat cakes," sausage and a jug of syrup.

Use Changed Appeal

Selling other types of sausage during the colder months requires a slight change in emphasis in suggestions and advertising to customers. Instead of saying, "Serve cold meats and stay cool" or "Take plenty of sausage on your week-end picnics" the appeal should be "Sausage will make dozens of appetizers for the cock-tail hour" or "Sausage is a good basis for many hearty, warm meals" or "Use ready-to-

serve meats and sausage for dinner on club days."

Nutritious cold-weather meals can be built around sausage. Frankfurters with sauerkraut is only one example. The housewife may let sausage slip out of her mind during the winter months if the dealer does not help her with suggestions.

The retailer's profits on sausage are large enough so that he should try to keep his sales at as high a level as possible at all seasons. It should be displayed prominently for much sausage is bought by impulse. The dealer who tucks his sausage and ready-to-serve meats away in a corner cannot hope to sell very much.

Many retailers have found it profitable to give sausage the most accessible and prominent place in the store. They display it attractively, make it easy for the housewife to buy, suggest it and try to introduce it to new users through sampling.

The dealer will find it worth-while to keep his patrons sausage-minded during the winter for the sake of immediate and future profits.

NEWS OF THE RETAILERS

George Forsythe has purchased Union Market, 112 E. Jefferson st., Springfield, Ill.

A. C. Peters has purchased meat market formerly operated by Charles Hunkler, E. Main st., Bellaire, O.

Bob Bird will open new meat market in Taylor Bldg., Pineville, Ky.

Fred Krause has purchased Diamond Meat Market, 715 N. Eighth st., Sheboygan, Wis.

Adam Wiegel plans to open grocery and meat market, 2854 N. 17th st., Milwaukee, Wis.

Roy O. Hanson has purchased the Feink Meat Market, Deer Creek, Minn.

J. A. Peterson will open meat market at 3542 E. Lake st., Minneapolis, Minn.

G. R. Larson has opened new meat market, Regent, N. D.

Carl Miller Meat Market, Spirit Lake, Ia., has been purchased by R. K. Hacker.

Laws Brothers, Inc., has been chartered to engage in meat and grocery business, Portland, Ore., by B. K., Wm. J. and D. A. Laws. Capital \$10,000.



SAUSAGE SELLS IN ALL SEASONS IF DISPLAYED.

Retailers' profits from sausage are worth holding through winter and summer months. Attractive displays emphasizing variety and building an impulse "to buy some sausage" help the retailer sell.

O. H. and A. H. Bray have opened Model Cash Grocery & Meat Market, Eugene, Ore.

Eugene Hascall has purchased interest of Floyd King in Hascall & King meat business, La Grande, Ore.

AMONG NEW YORK RETAILERS

A meeting of Eastern District Branch was held at Schwaben Hall, Tuesday, January 28, with chairman Joseph Wagner presiding. Due to pressure of business the report of the nominating committee was postponed until February 25. The meeting was addressed by a representative of a national creamery with the idea in mind of promoting the cooperative sale of butter. The speaker's proposal was of exceptional interest and the discussions ensuing indicated the favorable way in which the proposal was received.

An invitation meeting for the purpose of discussing labor conditions was held by Bronx Branch in Ebling's Casino, January 22. The speakers included president David Deerson, attorney A. Mandel, the son of a member, attorney A. Kaufman, state president Anton Hehn, Barney Light, Ye Olde New York Branch and business manager Fred Hirsch. There was a large attendance, including representatives from other branches.

The annual financial report of president Joseph Maggio was one of the high lights at the meeting of Brooklyn Branch last week. It stood out very favorably both as to the financial condition and membership of the Branch. A ball committee meeting was also held for the final reports on the dinner dance Sunday, February 2, Hotel St. George, by the combined Brooklyn, Jamaica and South Brooklyn branches.

A successful card party and bunco was held in the Hotel McAlpin last week by the Ladies' Auxiliary. President Mrs. Wm. Kramer and Mrs. David Deerson were hostesses.

MERCHANDISING CAMPAIGN

An aggressive meat merchandising campaign which will reach into cities of 22 states has been scheduled by the National Live Stock and Meat Board for first half of 1936 and is already under way. A strong program for meat built around lecture-demonstrations which stress new cuts, meat buying, selection, preparation and food value will be carried into centers having a total population exceeding 7,000,000.

States in which the campaigns have been scheduled are: New York, New Jersey, Pennsylvania, Illinois, Indiana, Iowa, Kansas, Minnesota, North and South Carolina, Georgia, Tennessee, Arkansas, Virginia and West Virginia, Florida, Alabama, Texas, Colorado, Utah, California and Arizona.

SELLING HIDDEN ITEMS

Lack of display space often forces the meat retailer to keep some of his products in the cooler where the customer does not see them. Housewives may forget that the dealer carries such items and begin to think his stock is limited unless he makes suggestions from time to time. Such products as flank steak, spare ribs, tenderloin, liver, heart, sweetbreads and ox-tail may also be advertised by posters near the meat counter.

CHECK-UP ON SCALES

Inaccurate scales can cause real loss in the retail meat store. They should be checked frequently, as an error of one ounce, repeated throughout the day,

will seriously cut into the dealer's margin. The retailer's meats may be merchandised intelligently, priced right and cut right, but if he is giving a little away to each of his customers he cannot expect to have much profit left for himself.

CREDIT OR CASH AND CARRY?

Retailers should make a close study of the type of people living in their trading area before deciding to establish their meat business on either a cash-and-carry or charge-account basis. Some locations are better for cash-and-carry business; in others such a store would be a complete failure. In some areas the extension of credit is impractical.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on January 30, 1936:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(500-600 lbs.) prime.				
Choice	14.50@16.50			16.00@17.50
Good	12.00@14.50			13.00@16.00
Medium	11.00@12.00			12.00@13.00
Common	10.50@11.00			.....
STEERS:				
(600-700 lbs.) prime.				
Choice	15.00@17.00			16.50@18.50
Good	13.00@15.00			13.50@16.50
Medium	11.00@13.00	11.50@13.00	12.00@13.50	11.50@12.50
STEERS:				
(700 lbs. up) prime.				
Choice	15.50@17.50	16.50@18.00	17.00@18.50	16.00@17.50
Good	13.00@15.50	13.00@16.00	13.50@17.00	12.50@15.50
COWS:				
Choice	10.50@11.50	11.00@11.50	11.50@12.50	11.50@12.00
Good	10.00@10.50	10.50@11.00	10.50@11.50	11.00@11.50
Medium	9.50@10.00	10.00@10.50	10.00@10.50	10.00@11.00
FRESH VEAL AND CALF:				
VEAL:				
(2) choice	17.00@18.00	18.00@19.00	19.00@20.00	17.00@18.00
Good	16.00@17.00	17.00@18.00	17.00@19.00	16.00@17.00
Medium	14.00@16.00	15.00@17.00	14.00@17.00	15.00@16.00
Common	12.00@14.00	13.00@15.00	12.00@14.00	14.00@15.00
CALF:				
(2) (3) good.	14.00@15.00		15.00@17.00	.....
Medium	12.00@14.00		12.00@15.00	.....
Common	11.00@12.00		10.00@12.00	.....
FRESH LAMB AND MUTTON:				
LAMB:				
(38 lbs. down) choice	17.00@18.00	18.50@19.50	18.00@19.00	20.00@20.50
Good	16.50@17.00	17.50@18.50	17.50@18.00	19.00@20.00
Medium	16.00@16.50	16.50@17.50	16.00@17.50	17.50@18.50
Common	15.00@16.00	15.50@16.50	15.00@16.00	.....
LAMB:				
(39-45 lbs.) choice	17.00@18.00	18.00@19.00	17.50@18.50	19.50@20.00
Good	16.50@17.00	17.00@18.00	17.00@17.50	18.50@18.50
Medium	16.00@16.50	16.00@17.00	16.00@17.00	17.50@18.50
Common	15.00@16.00	15.00@16.00	15.00@16.00	.....
LAMB:				
(46-51 lbs.) choice	16.00@17.00	17.00@18.00	16.50@17.00	18.00@19.00
Good	15.50@16.00	16.50@17.00	16.00@16.50	17.50@18.50
MUTTON:				
(Ewe) (70 lbs. down) good	8.00@ 9.00	9.00@10.00	7.00@ 9.00	8.50@ 9.00
Medium	7.00@ 8.00	8.00@ 9.00	6.50@ 7.50	7.50@ 8.50
Common	6.50@ 7.00	7.00@ 8.00	6.00@ 6.50	7.00@ 7.50
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. avg.	16.50@18.00	18.00@19.00	18.00@19.50	18.00@19.50
10-12 lbs. avg.	16.50@18.00	18.00@19.00	18.00@19.00	18.00@19.50
12-15 lbs. avg.	16.00@17.00	17.50@18.50	16.50@18.00	17.00@18.50
16-22 lbs. avg.	15.50@16.50	16.50@17.50	15.50@16.50	16.00@17.50
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.	14.50@16.00		16.00@17.00	16.00@17.00
PICNICS:				
6-8 lbs. avg.		16.50@17.00		.....
BUTTS: Boston Style:				
4-8 lbs. avg.	16.50@18.00		18.00@19.00	18.00@19.00
(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.				

BETTER SMOKEHOUSE CONTROL

(Continued from page 8.)

smoke density and temperature of smokehouses may be controlled within closer limits. Because sawdust is supplied to the fire at a uniform rate, there is not a large volume of smoke during some periods and little or none at others, as is often the case when sawdust is supplied at intervals by the scoopful.

Controlling Accuracy of Shrink

Very little heat results from burning sawdust in this manner, not enough, at least, appreciably to affect the temperature of the smokehouse. Heat, therefore, is supplied practically entirely by steam coils and its regulation is not influenced by varying conditions in the fire pit.

The possibilities in better heat regulation will be appreciated by every meat packer. It has long been the Armour policy to attempt to shrink meats a certain definite amount during the smoking process. The accuracy with which this shrink point is approached depends, of course, on temperatures and other conditions prevailing during the smoking period. Better temperature control in this case means a more accurate degree of shrink, avoidance of loss through too much drying out and production of products closer to the Armour ideal.

Also, because sawdust is burned at a uniform rate and only in sufficient quantities to produce the density of smoke required, better economy in the use of sawdust has been possible. Sawdust consumption in the Armour Chicago plant has been reduced approximately 25 per cent since these stokers were placed in operation.

Smokehouse Cleaning Cost Cut

Labor saving has also been considerable. As mentioned previously, stoker hoppers hold approximately 75 lbs. of sawdust which is fed to the combustion chamber at a uniform rate. As each hopper of fuel is sufficient for several hours operation, constant attention to the fires is not required and

less labor for tending fires is needed. This saving in labor alone, it is stated, is sufficient to pay the cost of the stokers in a very short time.

The smoke is dense and white and carries practically no ash and soot. Meats smoked in houses fired in this manner, therefore, are cleaner and require less labor to put them in first class condition after they come out of the smokehouse. Labor of cleaning smokehouses, rails, gratings, etc., has also been considerably reduced because of the cleaner smoke.

Greater safety from fire would obviously seem to be an important result of this method of burning sawdust and producing smoke.

SAUSAGE MERCHANTISING

(Continued from page 17.)

larly for shortening, frankfurts, butts, loaves, etc. Whether possibilities are greater than have been realized remains to be seen.

The sausage manufacturer who contemplates putting greater emphasis on coined words is very sure, however, that with the right kind of advertising and effort behind his renamed products he can build consumer good will and demand for them in his territory to a degree proportionate to that gained in national markets by vegetable oil shortenings, cleaners, soap flakes and other common household products with coined names.

He may be right. At least replacing commonly-used sausage names with catchy coined names would seem to be worth considering when planning sausage merchandising campaigns. After all new ideas cleverly presented are often the most successful in building sales volume. Offering popular sausage products in this new way may provide among housewives that initial interest so much sought after by every advertiser and so much desired as the first step in influencing consumers to change their brand allegiance.

See "Wanted" page for bargains.

TAX A PART OF BUSINESS

(Continued from page 10.)

taxes which had been included in the purchase price, such taxes afterwards having been held not applicable to the product purchased, and the manufacturer having obtained a refund from the government."

Disagrees With Court

Secretary of Agriculture Henry A. Wallace has indicated in his press conferences that legislation seeking to recover the \$200,000,000 returned in taxes to processors by the recent ruling of the U. S. Supreme Court, would be sought. This applies to all processors affected by the act, including meat packers. Measures are being drafted, he indicated, by officials of the agriculture, treasury and justice departments seeking this end.

When asked if the processing taxes actually were not paid by the processors, Mr. Wallace said "that opinion apparently is entertained by a majority of the court, but I believe that opinion is erroneous." He was quoted as reiterating his previous statement to the effect that the return of the taxes was "the most gigantic legalized steal in history."

NEW AGRICULTURAL BILL

Soil conservation and domestic allotment measures are embodied in a bill reported by the committee on agriculture to the Senate this week, to replace the Agricultural Adjustment Act. It is an administration bill and some doubt was expressed by the members of the committee as to its constitutionality. Fifteen of the 17 members voted for it but it was sent to the Senate without the customary "favorably reported."

The bill is designed "to promote the conservation and profitable use of agricultural land resources by temporary federal aid to farmers and by providing for a permanent policy of federal aid to states for such purposes."

Premiums on farm surpluses in domestic markets are advocated by Marvin Jones, chairman of the house agricultural committee.



Harry Manaster & Bro.

INCORPORATED

WHOLESALE MEATS

1018-32 West 37th Street

Chicago, U.S.A.

Choicest
Sausage Material
and
Selected
Beef Cuts



QUICK EASY GRINDING of Tankage, Scrap, Bone, Etc.

The W-W does every by-product grinding job for Packing Plants — better, faster and cheaper — Write for catalog and actual Packer testimonials —

W-W GRINDER CORP.
Dept. 207

CRACKLINGS • TANKAGE • BLOOD
BONES • HOOFS

Offerings Wanted

GEO. H. JACKLE
405 Lexington Avenue

NEW YORK

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NEW STANLEY ABATTOIR

(Continued from page 9.)

which is ample to contain a carload. From these pens the animals are driven across a roadway to the markets for live cattle, sheep, and hogs, as the case may be. But if consigned for immediate slaughter the animals are driven up an avenue to the lairages or waiting pens. The livestock market has a capacity of 2,250 cattle, 2,500 hogs and 5,000 sheep.

Cattle Slaughter Methods

Cattle are driven from lairages direct into waiting pens on both ground and first floors. These waiting pens are outside the actual buildings, and hence cattle are not disturbed by sights and smells inseparable from slaughtering. All cattle must be humanely stunned before killing, according to a by-law in Liverpool and most English cities.

The stunning pen is a sort of strong box at the end of a chute. As the animal is driven forward a barrier as high as its brisket arrests further progress; then an inverted V-shaped gate is let down over animal's neck. In the meantime the door behind has been closed, and so the steer can neither turn, retreat, nor go forward. Stunning is done with what is known as a "humane killer"—a sort of a pistol which sends a bolt into the animal's brain. As the steer falls, its weight operates a release, which causes the gate of knocking pen to be drawn up and floor to tilt, thus throwing stunned animal out onto dressing floor.

Immediately above is a self-contained electric hoist, operated by a push-button. The animal is shackled round the hind legs, hoisted into the air, and moved until it is hanging directly over the blood pit. The throat is then cut and the blood falls into pit, where it is collected for process work.

Kosher Killing Simplified

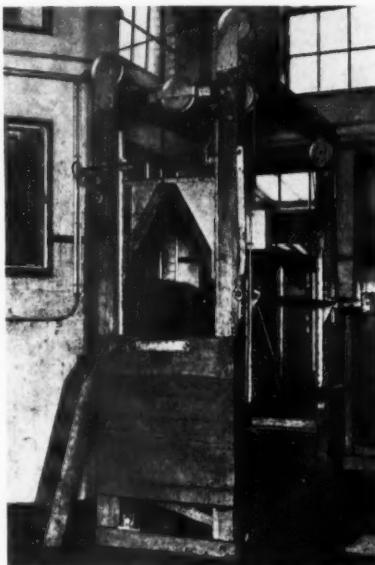
The hoist is next moved to a dressing station, of which there are three to each stunning pen on the first floor and two on the ground floor. Carcass is now lowered to floor and the hoist taken back to stunning pen ready for the next animal. A hoist is provided over the dressing station with which the carcass is again hoisted to required height so that dressing operations can be commenced, the car being moved by means of a patented traversing motion, chain-operated for horizontal adjustment of load. The unit is of very solid construction, in order to withstand the strenuous conditions to which it is subjected.

Kosher slaughter stations are equipped in the same manner except that stunning pen is replaced by a casting pen, use of which avoids necessity for rough handling to get the animal in required position for special slaughter.

Offal from cattle killing is dropped through welded stainless steel chutes into the basement, where it is collected

and taken to a separate building for sorting and cleaning. Basement is ventilated with a duct system which provides twenty changes of ozonised air per hour. Passages to elevators and stairways are all fitted with odor locks which prevent escape of foul air. This is extracted and passed into the atmosphere at top of building.

Wash water is collected in a hot well in basement and pumped to settling tanks in the boiler house. An abundance of hot, tepid, and cold water is provided at each dressing station.



CATTLE KNOCKING PEN.

Cattle enter pen through a chute in the rear and are stunned with a "humane killer"—a hand pistol which sends a bolt into the animal's brain. As the stunned animal falls, side of the pen raises, and floor tilts, spilling him onto floor for shackling.

Hog Killing Methods

Hogs are slaughtered and dressed on the second floor of the hog block. Animals are brought from the first floor either over a ramp or by means of an elevator. Latter method is reserved principally for heavy sows and barrows. Hogs are stunned by a high frequency low voltage current and transported mechanically to sticking and bleeding rails.

The method of stunning is very effective. Contacts are applied to animal's head just behind the ears, causing it to lose consciousness instantly. The hog closes its eyes and settles back on its haunches immediately it is touched with the two ends of the electrically charged instrument. As it drops a worker places a shackle around its leg and it is hoisted onto another floor where the sticker is waiting. Unless the blood is required for human consumption, in which case it is collected

and stirred, it runs down into a blood pit to be used in the manufacture of certain by-products.

Carcasses are then scalded and de-haired in what is known as the Danish hog scraper. Two carcasses can be handled in this machine at one time, its capacity being 100 hogs an hour. This machine is the only unit of machinery made in a foreign country in use at the abattoir. Two men handle shaving.

Inspection Handled Separately

After dressing, during which offal is dropped into the offal collecting department, carcasses are conveyed by mechanical elevators to ground floor for cooling and chilling, and thence to the market. Hog market and lairages are directly behind the "piggery block," as it is called, thus preserving the continuity of flow everywhere aimed at.

In the boiler house building are also a lairage and slaughter unit, where cattle suspected to be suffering from disease are isolated and killed. Inspection of these is made in an adjoining post-mortem room. Stainless steel is used liberally in the "condemned lairage" as it is called.

The rail from which suspect carcasses are hung continues to outside, so that in case of anthrax or other dangerous malady the meat can be taken to an incinerator and destroyed.

All manure is collected in a bay in boiler room building and delivered through chutes into carts. All water from slaughter unit is pumped into settling tanks, the solids collected, and the liquid passed into sewer. An engineer's machine shop is installed on first floor of boiler room buildings where small repairs can be made.

Offal building covers an area of 175 by 150 ft.; the boiler house block is 173 by 73 feet. The accommodation comprises a boiler house, manure bay, incinerator, suspect cattle accommodation, allied trades and general office, accommodation for medical officers, veterinarians, and market officials, etc.

Wholesale market covers a ground area of approximately 440 by 135 ft., and has a basement of approximately 244 by 135 ft. A gallery at a height of 15 ft. from ground floor level is carried round east, west and south sides.

Fresh Meat Sales

Stalls for fresh meat are arranged on north side of the building, so that minimum transport is required from cooling and chill rooms of the slaughter unit. Butchers who handle hogs principally have their stalls grouped close to nearest entrance to the piggery block. Beef, sheep and lamb dealers are placed in the central portion of the southern side. The last group surrounds an elevator which descends to coolers with a capacity of 500 tons.

Steam for the abattoir is furnished at 100 lbs. pressure by two boilers with an evaporating capacity of 7,100 lbs. of water per hour.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	Jan. 29, 1936.	1935.
400-600	19½@20½	19 @20
600-800	19½@20½	18 @19
800-1000	19½@20½	19 @20
Good native steers—		
400-600	17 @17½	16 @17
600-800	17 @17½	17 @18
800-1000	18½@17½	17 @18
Medium steers—		
400-600	13 @13½	14½@15½
600-800	13½@14½	16 @17
800-1000	14½@15½	16 @17
Heifers, good, 400-600	13 @13½	15 @16
Cows, 400-600	9½@12	8½@11
Hind quarters, choice...	@25	@24
Fore quarters, choice...	@16	@15

Beef Cuts.

Steer loins, prime.....	unquoted	unquoted
Steer loins, No. 1.....	@35	@37½
Steer loins, No. 2.....	@29	@34½
Steer short loins, prime.....	unquoted	unquoted
Steer short loins, No. 1.....	15	15½
Steer short loins, No. 2.....	13	14½
Steer loin ends (hips).....	@23	@23
Steer loin ends, No. 2.....	@20	@21
Cow loins.....	@17	@20
Cow short loins.....	@19	@25
Cow loin ends (hips).....	@15	@15
Steer ribs, prime.....	unquoted	unquoted
Steer ribs, No. 1.....	@26	@27
Steer ribs, No. 2.....	@22	@25
Cow ribs, No. 2.....	@13	@16
Cow ribs, No. 3.....	@10	@9½
Steer rounde, No. 1.....	unquoted	unquoted
Steer rounde, No. 2.....	@13½	@15½
Steer chuck, prime.....	unquoted	unquoted
Steer chuck, No. 1.....	@12½	@13
Steer chuck, No. 2.....	@12	@12½
Cow rounds.....	@11½	@11½
Cow chuck.....	@10½	@8½
Steer plates.....	@11½	@10½
Medium plates.....	@11	@10½
Briskets, No. 1.....	@16	@14
Steer navel ends.....	@10	@8½
Cow navel ends.....	@9	@6½
Pore shanks.....	@9	@8½
Hind shanks.....	6	5
Strip loins, No. 1, bms.....	@45	@60
Strip loins, No. 2.....	@35	@50
Sirloin butts, No. 1.....	@24	@30
Sirloin butts, No. 2.....	@17	@20
Beef tenderloins, No. 1.....	@65	@80
Beef tenderloins, No. 2.....	@60	@55
Rump butts.....	@13	@24
Flank steaks.....	@22	@18
Shoulder clods.....	@12½	@10
Hanging tenderloins.....	@12	@10
Insides, green, 6@2 lbs.....	@14½	@13
Outsides, green, 5@2 lbs.....	@14	@12½
Knuckles, green, 5@2 lbs.....	@14	@12

Beef Products.

Brains (per lb.).....	8 @10
Hearts.....	9½@10
Tongues.....	@18
Sweetbreads.....	10 @20
Ox-tail per lb.....	@12
Fresh tripe, plain.....	@10
Fresh tripe, H. C.	@12½
Livers.....	18 @20
Kidneys, per lb.....	10 @11

Veal.

Choice carcass.....	@18
Good carcass.....	15 @17
Good saddles.....	18 @21
Good racks.....	16 @17
Medium racks.....	14 @14

Veal Products.

Brains, each.....	@11
Sweetbreads.....	@35
Calf livers.....	@45

Lamb.

Choice lambs.....	@17
Medium lambs.....	@16
Choice saddles.....	@21
Medium saddles.....	@19
Choice fores.....	@14
Medium fores.....	@13
Lamb fries, per lb.....	@25
Lamb tongues, per lb.....	@15
Lamb kidneys, per lb.....	@20

Mutton.

Heavy sheep.....	@ 6
Light sheep.....	@ 9
Heavy saddles.....	@ 9
Light saddles.....	@11
Heavy fores.....	@ 6
Light fores.....	@ 9
Mutton legs.....	@13
Mutton loins.....	@ 8
Mutton stew.....	@ 7
Sheep tongues, per lb.....	@12½
Sheep heads, each.....	@11

Fresh Pork, Etc.

Pork loins, 8@10 lbs. avg.....	@18
Picnics.....	@15
Skinned shoulders.....	@15½
Tenderloins.....	@35
Spare ribs.....	13½@14½
Back fat.....	12 @13
Boston butts.....	17½@18
Boneless butts, cellar trim, 2@4.....	@22
Hocks.....	@11½
Tails.....	@13
Neck bones.....	5½ @6
Slip bones.....	@14
Blade bones.....	@13½
Pigs' feet.....	@ 5½
Kidneys, per lb.....	@ 9
Livers.....	@10
Brains.....	@12
Ears.....	@ 7½
Snouts.....	@10½
Heads.....	@ 8
Chitterlings.....	@ 6

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	
Country style sausage, fresh in link.....	
Country style sausage, fresh in bulk.....	
Frankfurters in sheep casings.....	
Bologna in beef bungs, choice.....	
Bologna in beef middles, choice.....	
Liver sausage in beef rounds.....	
Liver sausage in hog bungs.....	
Smoked liver sausage in hog bungs.....	
Head cheese.....	
New England luncheon specialty.....	
Minced luncheon specialty, choice.....	
Tongue sausage.....	
Blood sausage.....	
Souse.....	
Polish sausage.....	

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	
Thuringer cervelat.....	
Farmer.....	
Holsteiner.....	
B. C. salami, choice.....	
Milano salami, choice, in hog bungs.....	
B. C. salami, new condition.....	
Frisses, choice, in hog middles.....	
Genoese style salami, choice.....	
Pepinoni.....	
Mortadella, new condition.....	
Capicola.....	
Italian style hams.....	
Virginia hams.....	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings.....	9½@10
Special lean pork trimmings.....	@10
Extra lean pork trimmings.....	@20
Pork cheek meat.....	@10½
Pork hearts.....	8½ @ 9
Pork livers.....	8½ @ 9
Native boneless bull meat (heavy).....	@13
Shank meat.....	10%@11
Beefless chuck.....	10%@11
Beef trimmings.....	@10
Beef cheeks (trimmed).....	@ 8
Dressed canners, 350 lbs. and up.....	9
Dressed cutter cows, 400 lbs. and up.....	9
Dr. bologna bulls, 600 lbs. and up.....	10½
Pork tongues, canner trim, S. P.....	@12½

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate.....	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate.....	\$6.75

BARRELED PORK AND BEEF

Mess pork, regular.....	\$30.00
Family back pork, 24 to 34 pieces.....	\$30.50
Family back pork, 35 to 45 pieces.....	\$29.00
Clear back pork, 40 to 50 pieces.....	\$30.00
Clear plate pork, 25 to 35 pieces.....	\$22.00
Bean pork.....	\$24.00
Brisket pork.....	\$31.00
Plate pork.....	\$22.00
Extra plate beef, 200-lb. bbls.....	\$23.00

Pork feet, 200-lb. bbl.....	\$18.75
Lamb tongue, short cut, 200-lb. bbl.....	45.00
Regular tripe, 200-lb. bbl.....	20.00
Honeycomb tripe, 200-lb. bbl.....	23.00
Pocket honeycomb tripe, 200-lb. bbl.....	26.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.....	@14%
Rib bellies, 24@30 lbs.....	@14%
Fat backs, 10@12 lbs.....	@14%
Fat backs, 14@16 lbs.....	@10%
Regular plates.....	@11
Jowl butts.....	@ 9½

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	25 @26
Fancy skinned, 14@16 lbs., parchment paper.....	25 @26
Standard reg. ham, 14@16 lbs., plain.....	25 @26
Picnics, 4@8 lbs., short shank, plain.....	18½ @18½
Picnics, 4@8 lbs., long shank, plain.....	17½ @17½
Fancy bacon, 6@8 lbs., parchment paper.....	25 @26
Standard bacon, 6@8 lbs., plain.....	26 @27
No. 1 beef ham sets, smoked—	
Inside, 8@12 lbs.....	27 % @28%
Outsides, 5@9 lbs.....	26 @27
Knuckles, 5@9 lbs.....	26 @27
Cooked hams, choice, skin on, fatted.....	33
Cooked hams, choice, skinless, fatted.....	33
Cooked picnics, skin on, fatted.....	33
Cooked picnics, skinned, fatted.....	33
Cooked loin roll, smoked.....	33

LARD

Prime steam, cash, Bd. Trade.....	@\$11.12½
Refined lard, tiers, f.o.b. Chgo.....	@ 10½
Kettle refined, tiers, f.o.b. Chgo.....	@ 12½
Leaf, kettle rendered, tiers, f.o.b. Chicago.....	@ 12½
Neutral, in tiers, f.o.b. Chicago.....	@ 12½
Compound, veg., tiers, c.a.f.....	@ 12½

OLEO OIL AND STEARINE

Extra oleo oil.....	11 @12
Prime No. 2 oleo oil.....	11 @11
Prime oleo stearine, edible.....	8½ @ 9

TALLOW AND GREASES

Edible tallow.....	@ 7½
Prime packers' tallow.....	@ 6½
No. 1 tallow, 10% f.f.a.....	@ 5½
Special tallow.....	@ 6
Choice white grease.....	@ 7
A-White grease, maximum 4% acid.....	@ 6½
B-White grease, maximum 5% acid.....	@ 5½
Yellow grease, 10@15%	@ 5½
Brown grease, 40% f.f.a.....	@ 5

ANIMAL OILS

Prime edible.....	@15
Prime inedible.....	@14
Headlight.....	@14
Prime W. S.	@13½
Extra W. S.	@13½
Extra lard oil.....	@13</

CURING MATERIALS

Nitrite of soda (Chgo. warehouse stock):

1 to 4 lbs. delivered in Chicago..... \$9.40

5 or more lbs. delivered in Chicago..... 9.25

Saltpeter, 1 to 4 lbs. f.o.b. N. Y.:

Dbl. refined granulated..... 6.25

Small crystals..... 7.25

Medium crystals..... 7.50

Large crystals..... 8.00

Dbl. refd. gran. nitrate of soda..... 8.62½

Salt, per ton, in minimum car of 80,000

lbs. only, f.o.b. Chicago:..... \$6.996

Granulated..... 9.496

Medium, air dried..... 10.996

Medium, kiln dried..... 6.782

Roc.....

Sugar—

Raw, 96 basis, f.o.b. New Orleans..... @3.25

Second sugar, 90 basis..... none

Standard grain, f.o.b. refiners (2%)..... @4.75

Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%..... @4.25

Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%..... @4.15

SPICES

(Basis Chicago, original bbls., bags or bales.)

Whole. Ground.

Allspice Prime..... 14 15½

Reafted..... 14½ 16

Chili Pepper, Fancy..... 22

Chili Powder, Fancy..... 21

Cloves, Amboyna..... 20

Madagascar..... 16½ 19½

Zanzibar..... 17½ 20

Ginger, Jamaica..... 12 14

Afghan..... 14

Mac. Fancy Banda..... 65 70

East India..... 60 65

E. I. & W. I. Blend..... 60

Mustard Flour, Fancy..... 24

No. 1..... 15

Nutmeg, Fancy Banda..... 25

East India..... 21

E. I. & W. I. Blend..... 19

Paprika, Extra Fancy..... 23½ 25½

Fancy..... 22½ 24½

Hungarian..... 28

Peppa Sweet Red Pepper..... 23½ 24½

Pepper, Cayenne..... 21½ 23½

Red Pepper, No. 1..... 16

Pepper, Black Aleppy..... 9½ 11

Black Lampong..... 7½ 9

Black Tellicherry..... 10½ 12½

White Java Muntok..... 13½ 15

White Singapore..... 13 14½

White Packers..... 13½ 14½

SEEDS AND HERBS

Ground

for

Whole. Sausage.

Caraway Seed..... 10½ 12½

Celery Seed, French..... 20 24

Cominos Seed..... 14½ 17

Coriander Morocco Bleached..... 8

Mustard Seed, Cal. Yellow..... 6½ 8½

American..... 7½ 9½

Majoram, French..... 26 30

Oregano..... 11 14

Sage, Dalmatian, Fancy..... 9 11

Dalmatian No. 1, Fancy..... 8½ 10½

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:

Domestic rounds, 180 pack..... @24

Domestic rounds, 140 pack..... @34

Export rounds, wide..... @42

Export rounds, medium..... @39

Export rounds, narrow..... @30

No. 1 weansards..... @04

No. 2 weansards..... @02

No. 1 bungs..... @00

No. 2 bungs..... @05

Middles regular..... @35

Middles, select, wide, 2@2½-in. diam..... @40

Middles, select, extra wide, 2½ in. and over..... @70

Dried bladders:

12-15 in. wide, flat..... .80

10-12 in. wide, flat..... .70

8-10 in. wide, flat..... .50

6-8 in. wide, flat..... .25

Hog casings:

Narrow, per 100 yds..... 2.45

Narrow, special, per 100 yds..... 2.35

Medium, regular..... 2.25

Wide, per 100 yds..... 1.70

Extra wide, per 100 yds..... 1.40

Export, wide, per 100 yds..... .27

Large prime bungs..... .20

Medium prime bungs..... .13

Small prime bungs..... .08

Middles, per set..... .20

Stomachs..... .09

COOPERAGE

Ash pork barrels, black hoops..... \$1.35 @1.37½

Ash pork barrels, galv. hoops..... 1.42½ @1.45

Oak pork barrels, black hoops..... 1.25 @1.27½

Oak pork barrels, galv. hoops..... 1.43½ @1.35

White oak ham tierces..... 2.17½ @2.20

Red oak lard tierces..... 1.92½ @1.95

White oak lard tierces..... 2.02½ @2.05

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,142 lbs.....	\$ @ 9.50
Steers, medium.....	8.00 @ 9.00
Cows, common and medium.....	5.00 @ 6.00
Cows, cutter and low cutter.....	3.75 @ 4.50

LIVE CALVES

Vealers, choice.....	\$13.00 @ 14.00
Vealers, good.....	12.00 @ 13.00
Calves, common and medium.....	@ 6.50

LIVE LAMBS

Lambs, choice.....	\$ @ 11.10
Lambs, common.....	7.50 @ 8.50

LIVE HOGS

Hogs, 194-lb. avg., good and choice.....	\$ @ 10.35
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DRESSED BEEF

CITY DRESSED.

Choice, native, heavy.....	19½ @ 22
Choice, native, light.....	19 @ 21
Native, common to fair.....	16 @ 18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	19 @ 20
Native choices yearlings, 440@600 lbs.....	17 @ 18
Good to choice heifers.....	16½ @ 17½
Good to choice cows.....	14½ @ 15½
Common to fair cows.....	12 @ 13
Fresh bologna bulls.....	11½ @ 12½

BEEF CUTS

WESTERN.

CITY.

No. 1 ribs.....	24 @ 26
No. 2 ribs.....	21 @ 23
No. 3 ribs.....	17 @ 20
No. 1 loins.....	30 @ 32
No. 2 loins.....	26 @ 28
No. 3 loins.....	22 @ 24
No. 1 hinds and ribs.....	21 @ 22
No. 2 hinds and ribs.....	18 @ 20
No. 1 rounds.....	16 @ 17
No. 2 rounds.....	15 @ 16
No. 3 rounds.....	14 @ 15
No. 1 chuck.....	15 @ 16
No. 2 chuck.....	14 @ 15
No. 3 chuck.....	12 @ 13
Bolognias.....	14½ @ 15½
Beefs, reg. 6@8 lbs. avg.....	23 @ 25
Beefs, 4@6 lbs. avg.....	18 @ 20
Tenderloins, 4@6 lbs. avg.....	50 @ 60
Tenderloins, 5@6 lbs. avg.....	50 @ 60
Shoulder cloths.....	12 @ 14

DRESSED VEAL

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	20 @ 21
Lambs, good.....	19 @ 20
Lambs, medium.....	18 @ 19
Sheep, good.....	12 @ 14
Sheep, medium.....	9 @ 12

DRESSED HOGS

Hogs, good to choice.....	\$15.50 @ 17.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	19 @ 20
Pork tenderloins, fresh.....	35 @ 39
Pork, trimmings, frost.....	30 @ 32
Shoulders, Western, 10@12 lbs. avg.....	16 @ 17
Butts, boneless, Western.....	20 @ 21
Butts, regular, Western.....	17½ @ 18
Hams, Western, fresh, 10@12 lbs. avg.....	22 @ 23
Picnic hams, Western, fresh, 6@8 lbs. avg.....	16 @ 17
Pork trimmings, extra lean.....	22 @ 23
Pork trimmings, regular 50% lean.....	13 @ 14
Spareribs.....	15 @ 16

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	27½ @ 28½
Regular hams, 10@12 lbs. avg.....	26½ @ 27½
Regular hams, 12@14 lbs. avg.....	25½ @ 26½
Skinned hams, 10@12 lbs. avg.....	27 @ 28
Skinned hams, 12@14 lbs. avg.....	26 @ 27
Skinned hams, 16@18 lbs. avg.....	26 @ 27
Skinned hams, 18@20 lbs. avg.....	25 @ 26
Picnics, 4@6 lbs. avg.....	19 @ 20
Picnics, 6@8 lbs. avg.....	18½ @ 19½
City pickled bellies, 8@12 lbs. avg.....	22 @ 23
Bacon, boneless, Western.....	30½ @ 31½
Bacon, boneless, city.....	29½ @ 30½
Rollerettes, 8@10 lbs. avg.....	24½ @ 25½
Beef tongue, light.....	21 @ 22
Beef tongue, heavy.....	24 @ 25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	4c each
Mutton kidneys.....	4c each
Livers, beef.....	28c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb frics.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@ 2.25 per cwt.
Breast fat.....	@ 2.75 per cwt.
Edible suet.....	@ 4.50 per cwt.
Inedible suet.....	@ 3.25 per cwt.

GREEN CALFSKINS

5-9 9½-12½ 12½-14 14-18 18 up

Prime No. 1 veals.....	21 22.5 2.40 2.45 2.80
Prime No. 2 veals.....	20 20.5 2.20 2.25 2.50
Buttermilk No. 1.....	18 1.85 2.10 2.15 ...
Buttermilk No. 2.....	17 1.80 2.05 2.10 ...
Branded grabby.....	11 1.15 1.25 1.30 1.45
Number 3.....	11 1.15 1.25 1.30 1.45

BONES AND HOOFs

Per ton

Round shins, heavy.....	\$75.00
Flat shins, heavy.....	60.00
Flat shins, light.....	60.00
White hoofs.....	55.00
White hoofs.....	

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted	Position Wanted	Equipment Wanted
Beef and Hog Butcher Wanted, one all-round beef and hog butcher capable of running small gang. Must be a good knife man himself. W-241, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.	Practical Sausage Foreman Can create volume business. Expert on quality sausage, loaves and specialties, etc.; also profitable, inexpensive products with appeal. Eighteen years' successful manufacturing experience in all details. Married, age 40, references. W-242, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.	Peck Washer and Hasher Have you a peck washer and hasher for sale? Write complete details, condition and price. W-240, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.
Cost Accountant Wanted, thoroughly experienced man to install and operate as manager departmental operations and cost system. Give references and experience in letter of application. W-235, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.	Sausagemaker Fourteen years' experience. Not a would be, but a man that can produce any specified kind or quality of sausage products. If you do not need a man at present, keep this ad for future reference. Age 32. Write JOHNSON, 930 E. 6th Street, Des Moines, Iowa.	Equipment For Sale Hoists and Ice Machine For sale, 1 friction bleed rail hoist, 2 double-friction bed hoists, and 1 nine-ton ice machine. Good condition. FS-228, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.
Sausagemaker Old established sausage concern wants experienced sausagemaker who can take full charge of sausage kitchen and manufacture first-grade sausage at lowest possible cost. Chance for man with ability and some money to enter business. State experience, age, reference, and other qualifications. W-215, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.	A-1 Sausagemaker A-1 sausage foreman can produce complete line of sausage products, loaves and specialties. Can handle help. With last concern for 7 years. W-243, THE NATIONAL PROVISIONER, 300 Madison Avenue, New York City.	Used Machinery Closing out used machinery department. Many bargains to offer. Send us your inquiries. Menges-Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.
Position Wanted	Business Opportunities	Packinghouse Equip. For Sale Included in equipment purchased from Lancaster Packing Company. All in good condition. 1-No. 166 "Boss" Enterprise Meat Chopper complete with motor—\$350.00. 1-No. 20 "Boss" Sausage Mixer with motor and starting switch—\$150.00. 1-No. 7E Cleveland Kleen-Kut Lard Chopper complete with motor and starting switch. 1-24 ton capacity Frici Ice Machine. Complete with vertical center crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, 72-200-lb. freezing cans, overhead traveling crane, and American Marsh Brine Pump. For further details and for complete revised list of other packinghouse equipment for sale, write GEO. H. ALLEN P. O. Box 426 Lancaster, Ohio.
Packinghouse Superintendent Superintendent with years of experience and best references is looking for position. Thoroughly versed in all departments, able to handle men, understands costs and yields. W-218, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.	Want Agent in Cuba? Wish connection with important lard shipper who is willing to have capable and experienced agent in Cuban market. José Pairo, P. O. Box 1791, Havana, Cuba.	Business Opportunities Practical packinghouse man with selling experience can buy interest in a national business, selling to sausage, boiling ham and sliced bacon departments, new patented devices, very practical and in demand. W-236, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.
Margarine Dept. Supt. Man with many years' experience and first-class references and recommendations wishes position as production manager or superintendent. W-224, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.		Miscellaneous Casings Dealers We are deliverers of strictly assorted sheep casings and buyers of kosher beef middles and artificial casings. The Palestine Casing Co., 55 Maze St. Tel Aviv, Palestine, Cables: Metarim.
Sausagemaker Position wanted by sausagemaker experienced in preparing and making complete line quality sausage, loaves, salami of outstanding sales attractiveness and appealing product from cheaper material. Highly efficient in manual and supervisory work. W-226, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.		Plants for Sale For Sale or Lease W. C. Routh Packing Plant, with option to purchase; rental may apply on purchase price. Full equipment, brands, 15 acres land, large covered stock pens, railroad sidings. Plentiful supply live stock. Capacity 3,000 hogs, 500 cattle weekly. Ideal labor conditions; experienced personnel, including manager available. Address R. HUGGINS, care plant, Logansport, Indiana.
Working Sausage Foreman Reliable, practical sausagemaker with 20 years' general experience in sausage manufacturing, seeks position. Ability to make complete line of quality sausage, loaves, specialties, etc., from any materials and fully capable of giving satisfactory results. Age 35. Good references. Go anywhere. W-234, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.		Have you ordered the new MULTIPLE BINDER for your 1936 copies of THE NATIONAL PROVISIONER?
Superintendent or Assistant Experienced packinghouse man now employed seeks new connection. Familiar with general manufacturing and cutting, also shipping. Understands labor and cost accounting. Can efficiently fill position as assistant superintendent in large plant, or superintendent in smaller house. Go anywhere. W-239, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.		CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York, N. Y.



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THE FINEST PAPRIKA
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NEW SYSTEM Rotary Oven

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Produces Best Quality Loaves and Roasts at Lowest Fuel and Power Cost.

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90 loaves or 72 roasts

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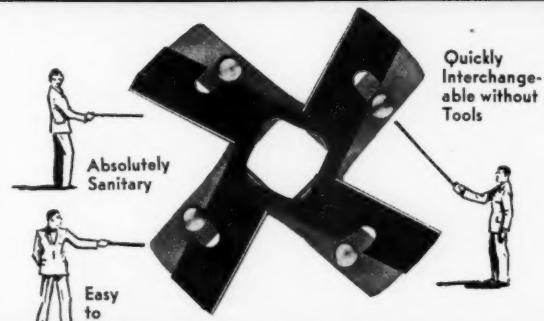
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Arbogast & Bastian Company

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Long Life plates have an unequalled Service Record because they are made of an especially tough, long-life steel that resists wear. Our descriptive illustrated brochure gives the facts. May we send it to you?

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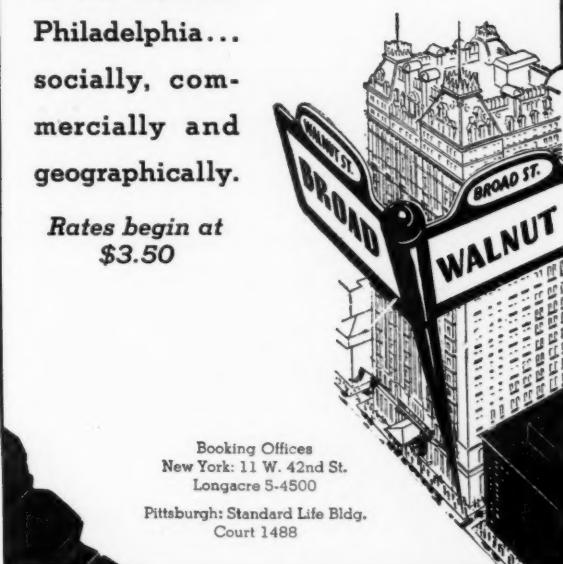
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NEW YORK, N.Y.

BELLEVUE STRATFORD

CLAUDE H. BENNETT, General Manager

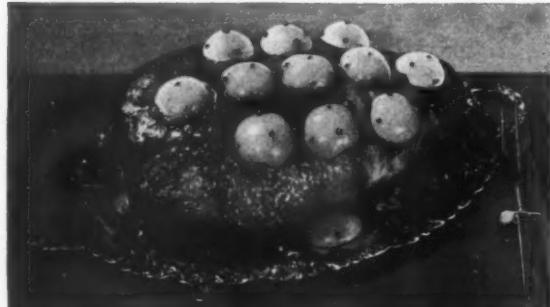
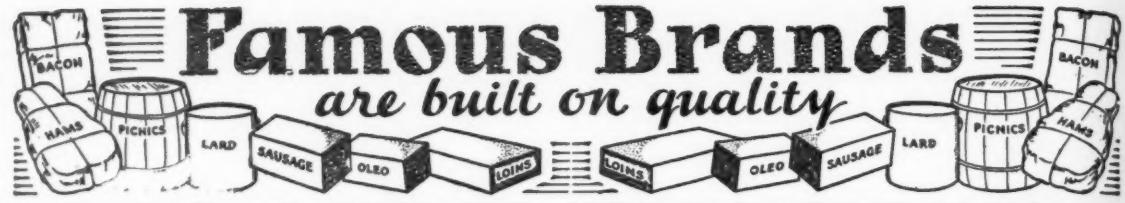
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Utica, N. Y.

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QUALITY Pork Products That SATISFY

LARD
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Bacon
Lard
Delicatessen

CARLOT SHIPPERS

Straight and mixed cars

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BEEF

LAMB

MUTTON

VEAL

THE E. KAHN'S SONS CO.

CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

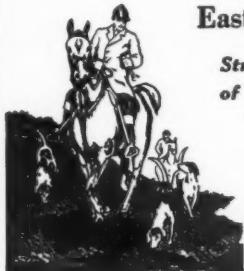
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*Straight and Mixed Cars
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*Slaughterers of Cattle, Hogs,
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Straight and Mixed Cars of Packing House Products

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NIAGARA BRAND
HAMS & BACON
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BEEF - PORK - SAUSAGE - PROVISIONS
BUFFALO - OMAHA - WICHITA

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For YOUR Pork Sausage Use
OUR Graded SHEEP CASINGS

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TO SELL YOUR PRODUCTS
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THE CUDAHY PACKING CO.
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MASSACHUSETTS IMPORTING COMPANY
IMPORTERS AND EXPORTERS

SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

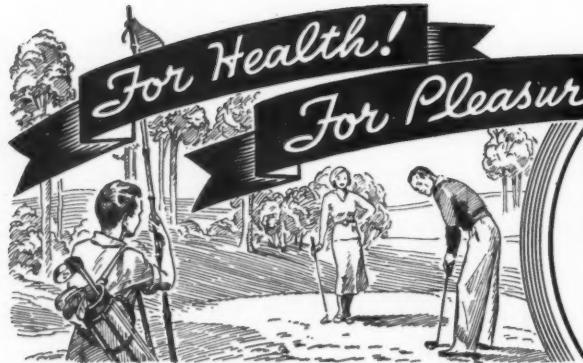
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BOSTON, MASS.
76-80 North St.

Good frankfurters deserve good casings. Poor frankfurters need good casings and Good Casings are

"Casings by Mongolia"

MONGOLIA
IMPORTING CO., INC.
274 Water St. New York City



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in Hot Springs

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MAJESTIC

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IMPORTANT

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IMPORTANT

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THE WEATHER IS UN-
USUALLY MILD AND
THE ATMOSPHERE
ALWAYS PLEASING.



A black and white illustration of a man in a vest and tie, wearing glasses, operating a mechanical balance scale. He is holding a large cylindrical weight in one hand and a small weight in the other. The scale has two large weights on the left pan and a small weight on the right pan. The background shows a window with a view of a city skyline.

Eliminate OVERWEIGHT LOSSES AND UNDERWEIGHT COMPLAINTS

WITH HARRINGTON
LARD AND COMPOUND
MEASURING
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making jellied meats.

That's why Atlas is

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obscured.

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it is economical to use.

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Swift & Company

General Offices: Chicago

E

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